

GRAIN & FEED JOURNALS

CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter



New 2,050,000 bus. Storage Annex of Union Equity Exchange at Enid, Okla.
[For description see page 540]

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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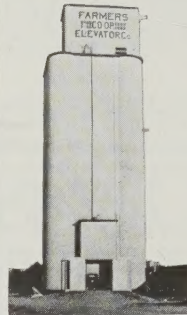
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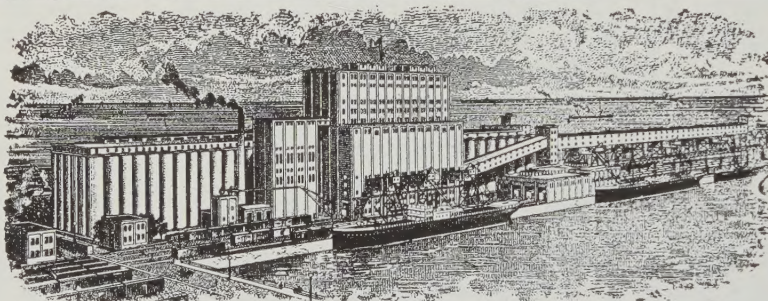
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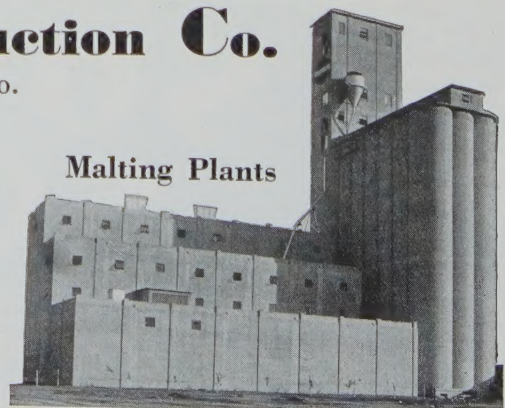
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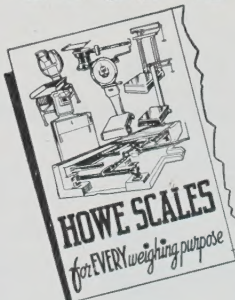
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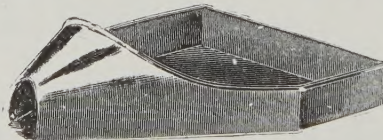
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Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

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GRAIN & FEED JOURNALS
Consolidated
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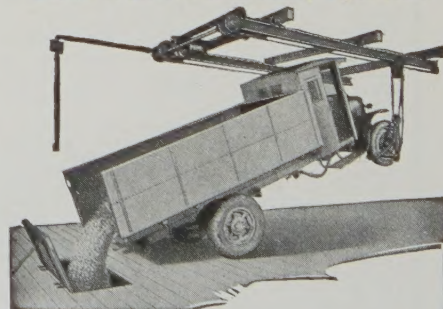
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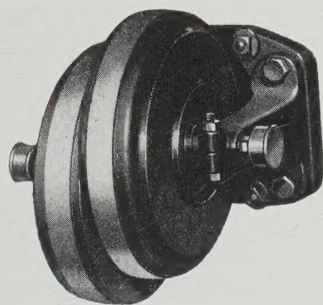
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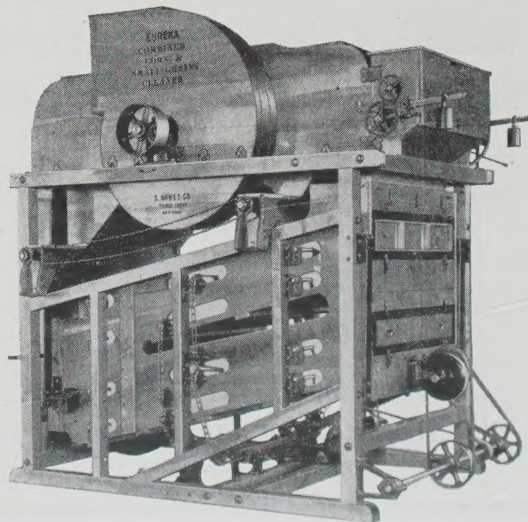
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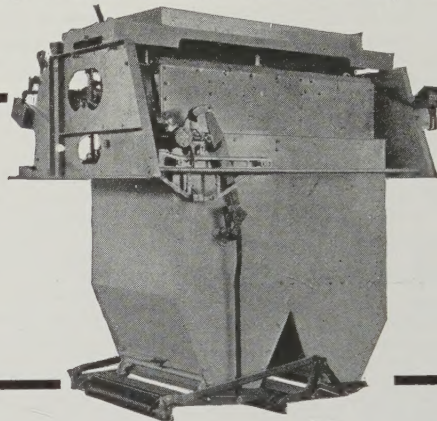
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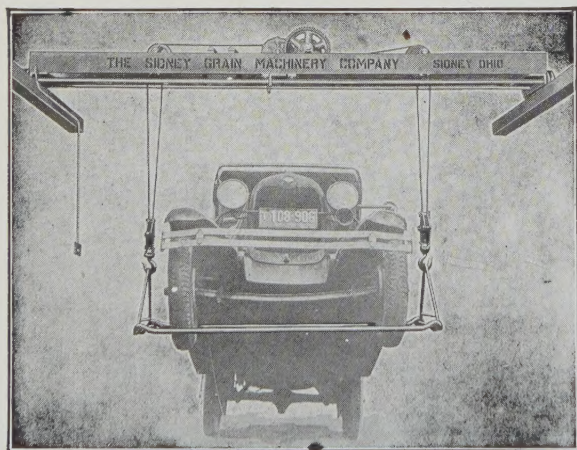
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A merger of
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THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

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QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., JUNE 26, 1940

COUNTRY ELEVATOR men who are considering the convenience and wishes of their customers are already announcing long office hours for Saturday, which seems to be the most popular day for farmers coming to town.

THE SHIPPER who notifies his commission merchant how he expects his consignment to grade gives the wide-awake receiver who discovers the sample to be about on the line a welcome opportunity to call for a federal appeal on the official grading, and sometimes profits thereby.

THE REMARKABLE diversification of side lines handled by operators of country elevators is a natural development from a generation ago when the only activity of the community was the growing of crops. As the most substantial businessman at his station the elevator operator, who can do so profitably, should consider handling lumber, coal, gasoline and oil, or feeds and even a locker plant, to meet the needs of the people.

SOME of the older elevators have waste space that could be converted into an extra bin at small cost by adding one or two walls and a hopper bottom. Extra bins enable elevator operators to keep more grades separate until a carload accumulates.

WEEDS are so thick in many wheat fields of the Southwest as to present a real harvesting problem and may call for heavy discounts by buyers. Green seeds often cause heating of stored grain so new wheat cannot be safely stored without cleaning or frequent inspection and occasional turning.

A LADDER was too attractive a hazard to a small boy of 9 years who saw one 32 feet high standing against the wall of the elevator at Brocton, Ill. After climbing up he fell to his death. For their own safety the lads should be warned off the elevator premises—"CHILDREN KEEP OUT."

OPERATORS of machine corn pickers are racing so rapidly through the fields when paid a small fee for husking that the farmer and the grain buyer get an excessive amount of husks and stalks. Naturally, alert buyers are discounting deliveries of machine picked corn which are heavily laden with trash. It is necessary to install special machines if all of the corn is to be salvaged from the mixture delivered by farmers who employ nomadic huskers with cheap machine pickers. When better machines are employed less husks and stalks are delivered to the elevator.

RECKLESS writers of advertising matter for feed manufacturers get their clients into trouble with the Federal Trade Commission by indulging in puffery taken seriously by the Commission. One Nebraska mill well known in the trade and whose products are meritorious in price and quality, recently was called to account by the Commission for statements in its literature that its chick pellets would grow chicks faster, healthier and cheaper than any other feed, obviously mere sales talk of an enthusiast.

CAR LOADINGS in the Middle West the third quarter of 1940 promise to be the heaviest since 1931 according to the forecast of the Shippers Advisory Board. If embargoes are to be avoided shippers must unload and release cars promptly. Other industries are making demands for cars; and the modern trend is to rush grain to market right after harvest, creating an extraordinary grain movement. Back in 1927 in Western Canada only 43,000,000 bus. of wheat was moved in the period between Aug. 26 and Sept. 29, while in the like period of 1939 211,862,000 bus. was loaded on cars, altho the crop was only 23,000,000 bus. greater.

IN some states where bonding companies make a higher charge on a state licensed warehouse than on one federally licensed an adjustment to the lower level should be considered when the liability is no more in one case than the other. In some states, as in Kansas, the bonding companies had no loss on grain firms last year so the cost of bonds has been reduced.

SOUTHERN truckers who have been collecting corn in Iowa and returning from Missouri or Arkansas with a pay load of cedar fence posts without first getting an Iowa gypsy merchant's license have been stopped at the state line in such numbers that fence posts are obtainable at your own price. Eventually these nomads will not attempt to peddle their goods in the Hawkeye state without a license.

FORTUNATELY for members of local grain dealer groups, merchants are taking a more active part in the discussion of common business problems and this enables the association workers to get closer to the country buyers' troubles. These open discussions generally bring to light experiences, practices and methods that are most valuable to all participating in the conference. More of this heart to heart exchange of experiences will surely result in the more efficient solving of many trade problems.

KANSAS flour manufacturers are taking an active interest in the promotion of better wheat for Kansas and some of them have joined hands in an agreement to pay 2c a bushel premium for certified Grade A Tenmarq or Turkey Red Wheat. This should arouse wheat growers of the Sunflower State to take a real interest in the campaign which has been conducted by the Kansas Wheat Improvement Ass'n and, doubtless, this promise of a premium will help to stimulate farmers' interest in the more careful selection of seed and its preparation for sowing in the hope of realizing not only a larger and more certain yield, but also a cash premium for the better varieties.

ALLOWING California warehousemen the privilege of storing loan rye and barley for growers while denying the same right to warehousemen and elevator operators in other states of the Union unfairly discriminates against operators of even better approved storage elevators in the barley and rye growing areas east of the Rockies. The A.A.A. can well afford to remove this discrimination, since it is well known that the grain elevators in the central west are better equipped than the farmer to keep stored grain in good condition. And why should not the barley and rye growers of Iowa, Wisconsin and Minnesota be given the same privilege as their Pacific Coast brethren of storing loan grain in a country or terminal elevator?

THE STORAGE records of the government's 43,000 steel tanks do not justify their refilling except when located on the farms where the grain is grown. The cost of filling the tanks and transferring the grain from the tanks to box cars is so great modern country elevators should get all the storing and handling.

THE TEST PLOT plan of crop improvement has proved itself in many counties of Kansas, such as Geary County, where in a few years the farmers have quit growing 10 kinds of poor wheat and concentrated on Tenmarq, thus aiding the grain shipper to avoid mixed shipments undesired by the miller.

PNEUMATIC unloading of grain from river barges will be tried at Portland, Ore. Recognizing that operation may be expensive on account of the power required it has been decided wisely not to set a tariff of charges for elevation until tests have shown the costs. Although far superior to the clam-shell bucket now used at that point to unload barges the suction system is less economical than the marine leg. Where large steamships carry a little grain and much other cargo the convenience of the boat is accommodated by the pneumatic system.

OUR F.C.I.C. and C.C.C. get themselves tangled up in costly ownership and storage of cash wheat and corn in contrast to the wise merchants of Britain. The British government purchasing commission recently bought 50,000,000 bus. of wheat and every bushel was in futures, that in accordance with Canadian and United States trade practices will be converted into cash wheat later when needed for loading, by exchange of the future for the cash. The dealer who now holds the cash grain hedged by a future sale can obtain the needed future from the government when the cash transfer takes place. Meantime, the cash is stored by private enterprise in the most economical manner, and not in steel bins scattered over the countryside.

Promotion of Better Public Relations

The Hoosier State is fortunate in having adopted an educational program for the more efficient training of business employees. The address of Mr. Cross, one of the state's co-ordinators, published in "Feedstuffs" this number, discloses a most intelligent campaign for promoting a better contact for commodity distributors through the training of employees in thoughtful consideration of customers and prospective customers.

This educational work on the part of Indiana's educational system is most commendable and Hoosier grain dealers will, no doubt, be glad to avail themselves of this splendid service of the state's educational authorities.

Profitably Displaying Sidelines

Displaying merchandise attractively has been seriously discussed at many recent meetings of grain, seed and feed dealers, proving conclusively that leaders are giving careful thought to the promotion of sales through the more attractive display of their merchandise.

The old-time practice of the field seed dealer who hid his best seeds in a dark corner of the warehouse is no longer common in the plant of the progressive grain merchant. Many retailers of profitable sidelines are now building well lighted, conveniently arranged, clean, well painted show rooms with ample shelf room and many have found it easy to triple and quadruple their volume of sales in a single season without detracting one iota from their grain buying business.

So many elevator operators have been amazed and delighted by the gratifying results of the intelligent display of their merchandise they wonder why they never before thought of letting their farmer patrons know of their sideline efforts to help all farmers to more profitable results.

Folly of Lending Above Market Value

Good banking practice has always been to make loans on any commodity at a level somewhat below its market price, for protection of the lender and on the sound theory that since the owner of the equity benefits by a rise in price he should bear the loss due to a decline in its market value.

Good business principles, however, seem to have no place in the financial operations of the A.A.A., whose loans on wheat are now so far above the market value that wheat growers will unload their crop on the C.C.C. at the first place the C.C.C. will take it as security.

In Texas where the harvest is earliest it is reported that less than 10 per cent of the wheat hauled off the farm is being sold, most of the arrivals going into store as collateral for a loan to be negotiated at present or later as the necessities of the grower may dictate.

While the withholding of this vast quantity of wheat from the market does not seem to raise the market price, the knowledge that it must be placed on the auction block later discourages investment, especially since this year's loan contains a clause permitting the C.C.C. to demand payment. To avoid liquidating on demand on a low market level farmers can be expected to unload heavily just above the loan parity on any rise in the market price. Paying an excessive price has taken gold out of circulation and lending more than the market value will take most of the wheat out of circulation.

Demanding More Reasonable Fees for Weighing Trucks

Yesterday, the members of the Indiana Grain Dealers Ass'n recommended a uniform scale of rates for public weighing that seems insignificant and paltry when one considers the cost of the installation of modern truck scales, the cost of the upkeep and the value of the weigher's time. The cost of the installation of a modern truck scale is so much greater than the cost of the old wagon scale and its maintenance that charges common to the trade in the horse and buggy days are now out of reason. The grain merchant's time is worth much more than many are now charging and if he considers the interest on his investment in modern weighing facilities or the cost of maintenance, then the low weighing charges now in vogue at many stations will be taboo.

Luckily, for some elevator operators, a separate charge is being made for issuing a signed scale ticket giving gross, tare and net weights.

The cost of inspection and repairs of large truck scales alone justifies much higher rates for weighing trucks for the public than most grain buyers have been collecting.

The Unfair Storage Agreement

No grain trade document ever presented the evils of government interference in business more clearly than does the brief of the Grain Trade Council to the A.A.A. published elsewhere in this number.

While ruining the grain trade the bureaucratic policy is not helping the farmer one iota.

There is no authority in the law or out of it for the construction by the Department of Agriculture of steel bins in which to store grain. Ample storage was and is available in private and public elevators, and at less total cost, all factors considered, than in the government steel bins.

The old Federal Farm Board made away with \$500,000,000 that was to have been a revolving fund, that soon ceased to revolve. Now the C.C.C. is getting \$1,400,000,000, which may benefit the farmer no more than did the Farm Board, but is actually furnishing the resources for an Hitlerian blitzkrieg against the private enterprise of handling grain in the American way, which is the most efficient and the most economical way.

It is not the duty of the grain merchant, however, to obstruct the policies of the powers that be. 'Twere more profitable to the grain industry to anticipate the purposes of the government and to present methods of carrying them out that would not harm private industry, which deserves consideration as payer of the taxes that enable the government to function.

Grain Trade's Appeal for Justice

The U. S. Department of Agriculture designated a special com'te with J. E. Wells, Jr., as chairman, to consider relationships between the Department and the grain trade; and the National Grain Trade Council, by F. Peavey Heffelfinger, chairman, has presented the following summary of trade viewpoint for the information of the government officials.

THE CROP LOAN PROGRAM.—The loan program under the Agricultural Adjustment Act was not actively opposed by organized branches of our industry either at the time of its consideration in Congress or at the time of its first application. There were implied powers in the Act which the trade feared, but we hoped the program would be conducted with the least possible harm to existing business concerns of the Nation.

As the program developed, unexpected use of these implied powers brought alarm immediately, and later serious injury, to the grain trade. There had been no specific language in the Act pointing toward the establishment of some 70 million bushels of steel bin storage space in competition with our warehouse trade in the corn producing area; there had been no clear statement in the Act that the loan program would route government-owned grain from country points to terminal storage without use of the facilities of cash grain commission firms; we could not foresee from the language of the Act that the government would develop a uniform storage contract with rates and conditions which the trade does not consider fair and reasonable in many instances.

The government loan on corn has reduced volume of business for those members of the trade who customarily have moved corn from surplus to deficiency areas. Dislocation of the balance between hog prices and corn prices, for instance, has reduced the volume of such corn merchandized by firms in the trade.

Where commodity loans are offered at levels above market prices, they operate as minimum fixed prices and bring to the grain trade some of the price-fixing evils which your government officials have recognized in public statements and in comment to Congress. These high loans have a detrimental effect upon futures trading and hence upon the ability of warehousemen and processors to hedge their transactions. They also bring a disturbed relationship between the grain under fixed-price loan, and competitive products not under loan.

Perhaps a majority of men in the trade did not at first visualize the volume of grain that might be brought under the Government's loan program. As a means of cooperating and in evidence of their sincere desire to cooperate with Government agencies, the trade reluctantly accepted contracts for handling and storage which they believed to be unsatisfactory and which were later definitely found to be unremunerative. Where first they considered the Government business as a minor factor in their total annual business, they now find it has become the dominant portion of business in some areas, so that they cannot survive without their share of the government's patronage, and even then cannot survive if the rates offered are insufficient to cover costs.

It is not our purpose in this brief to set up a case in opposition to the loan program; rather it is our purpose to point out where that loan program can be adjusted to allow preservation of our trade without prejudice to the producer. From comment of our trade representatives in conferences in the past year, it seems clear that they believe the first solution lies in government agencies removing themselves from direct conflict and competition with the grain trade. It means that, in their opinion, government should

not set up unnecessary additional warehouse facilities where available commercial facilities now are adequate; should use the services of cash grain commission merchants rather than set up new offices to displace them; should base its contract relations with the trade upon accepted trade experience, or upon cost studies agreed as representative; should distribute government business fairly among the tax-paying members of the industry.

THE EVER-NORMAL GRANARY.—The grain trade, in July of 1939, offered its services to Commodity Credit Corporation for the warehousing of corn which was expected soon to come into government hands as the result of default on loans. Many conferences were held, plans were made by the terminal warehouse trade to provide to government up-to-date statistics on space available, and there was a general impression that terminal warehouse space would be needed, and used. Soon there came the rumor, and later the confirmation, of a government plan to set up steel bins to hold loan corn delivered to the government agency.

Establishment of some 70 million bushels of steel bin warehouse space in the corn-producing areas by government, paralleled the fact that almost the same amount of commercial terminal elevator space was left vacant during the past winter in markets from Duluth to Kansas City which are normally in the line of movement of considerable corn from surplus to deficit areas. These steel bins constitute a threat, for many years ahead, to commercial facilities and are, in the most direct sense, competition by government against this industry.

Although the government agencies held that the bins were set up because of their desire to keep the corn near the areas of production, and in recognition of the fact that only about 15 percent to 20 percent of the annual corn crop moves into commercial channels, the crop conditions prevailing in 1939 (and events since) have not justified the non-use of terminal elevator facilities for storage. Much corn annually moves from surplus to normally deficit areas and terminal elevators are set up as storage places along the way of this normal movement. The crop of 1939 was huge, far beyond anything needed to be held back in the surplus areas, and conceivably had to move into consumption at some time. That this was not all needed back in the surplus producing areas is borne out by recent action of the government agencies in subsidizing the export of a huge quantity of this corn. Then again, we have held that corn is in the so-called "ever-normal granary" in a terminal elevator in line between normal surplus and normal deficit areas, just as surely as when it is in a steel bin in the surplus area, from which it must inevitably move into use. Meanwhile the grain distributive trade has lost volume and earning for the time the corn is held back, and this delayed movement is also reflected adversely in railroad tonnage and other industrial functions. This corn (as our trade groups have pointed out to you) is actually owned by the government, not by producers, and the use or non-use of trade facilities could have no important bearing on the producer's position under the Act.

The warehouse trade also sees a threat in the future of these steel bins. The trade has asked this question of government officials: Given a year in which the volume of corn coming into government hands is enough to fill the steel bins, but not enough also to fill country and terminal elevators, will the government fill its bins *prior* to the use of country or terminal warehouse facilities? Upon the answer to that question might depend the economic existence of the warehouseman in any given year.

Figures in our possession, gathered with care during the past year and recently made available to your government agencies, indicate that there is well over one billion bushels of commercial warehouse space in the United States. Even under the surpluses of the ever-normal granary it is doubtful that your supplies could have overflowed the available commercial warehouse facilities, a fact to which the trade has repeatedly called your attention. It was pointed out to your government agencies by the terminal elevator group that even during the peak of the Farm Board's disastrous surpluses warehouse space was available, with the terminal elevator group working closely with Farm Board officials to keep them advised during the critical period from May to September. In our opinion, the government's problem in the last year was never one of lack of available commercial warehouse space, and members of our trade have consistently held that the action of the government in erecting additional warehouse facilities in direct competition with existing facilities was unnecessary and unfair. With these steel bins actually in existence and use, the trade still insists that the government should not continue to utilize them for storage until full use has been made of available commercial warehouse space, both country, terminal and sub-terminal, within the recognized areas of storage for corn or in line of normal annual movement toward deficit areas.

CASH GRAIN COMMISSION MERCHANTS.—Grain owned by government agencies and moved from country points to terminal markets for sale has been sent through cash grain commission merchants under a plan worked out fairly between these merchants and government agencies. It has been conceded by the government that the commission men have given very efficient service in this type of movement.

Grain owned by the government and moved into terminal storage has been handled without the use of commission merchants' services. As the volume of government-owned grain in that movement increases, increasing volume is lost to the normal expectancy of the commission merchants. Often the loss of only a small part of its volume means the difference between profit and loss for the commission merchants, as for any other form of business. These cash grain commission merchants in the past year have repeatedly asked that the government recognize them in this movement of grain into terminal storage, using their necessary and valuable services at a minimum fee to be agreed upon.

Recently the government has moved grain into terminal storage through its own regional offices, employees in such offices largely constituting displacement of other employees in established commission firms of the grain trade. There has been some discussion of comparative costs between government and private agencies in this movement, but the government has been unable to give the trade an estimate on its own cost handling this movement through its office. Some of the work in this type of movement has been done by terminal elevator firms, although terminal elevators in great majority have agreed that it is unfair to ask them to do this extra service free of charge, and agree that it should be done by trained and equipped commission firms.

It has been emphasized from time to time that the loan programs are of an emergency and temporary nature and that they are not to effect a permanent basis of marketing and distribution. It follows, therefore, that it must be to the interest of the producers of the country to maintain intact the efficient, established grain trade organization which can function economically at all times. It cannot be expected

[Concluded on page 534]

Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

Releasing Loan Wheat?

Grain & Feed Journals: How does a farmer go about selling his wheat stored in an elevator and covered by a loan from the government?—O. L. Richards.

Ans.: A producer having a loan on wheat stored in the warehouse may (1) pay the lending agency or Commodity Credit Corporation, whichever holds the note, the amount of the loan plus interest and other charges and request the return of the warehouse receipt and cancelled note; (2) if the note and loan documents are held by an out-of-town lending agency, or by the Commodity Credit Corporation, request that they be returned to a local bank for collection; or (3) if the proceeds of the sale of the wheat are needed to pay the loan, the producer may contract for the sale of the wheat with a local elevator, terminal elevator or commission firm and authorize the purchaser to forward a sufficient amount of the proceeds to the agency holding the loan documents to pay the loan in full.

The purchaser may obtain the warehouse receipts by delivering to the agency holding the note an order of release from the borrower and an amount equal to the face value of the loan plus accrued charges. The county committee will assist borrowers whenever asked to do so in the orderly liquidation of their loans.

Storing Surplus Wheat for Farmers?

Grain & Feed Journals: Farmers would like to store wheat with us, but we have no extra storage space.

Could we take the wheat from the farmer and store it in a St. Louis elevator? Could that be done without getting into trouble with the law?—Louis C. Abenbrink, Edwardsville, Ill.

Ans.: Under the law of Illinois a warehouseman can move grain out; but must deliver the grain if demanded on surrender of his outstanding warehouse certificate.

It is different under the uniform grain storage agreement of the U. S. Department of Agriculture as published in C.C.C. Form H, paragraph 8 of which reads as follows:

"8. That he will keep all eligible grain which is stored in the warehouse in store in the warehouse described in this agreement, and he will maintain in the warehouse a stock of grain of the class, grade, and quality described in the warehouse receipts, and accompanying certificates or documents, representing the eligible grain stored in the warehouse, sufficient to deliver from the warehouse the grain described by such receipts, and accompanying certificates or documents, and he will ship out for continued storage at another warehouse only grain represented by other outstanding receipts issued by the warehouseman and only under regulations prescribed by the Secretary."

This paragraph (8) does not forbid shipment of stored grain; but prevents the elevator operator from shipping out stored grain not under loan, except under regulations to be prescribed.

Wage and Hour Law?

Grain Dealers Journal: What is the interpretation of the wage and hour law as applied to the country elevator.

What hours and wages are minimum, and does the handling of coal shipped in from other states alter the situation. Less than 5% is of this part of the total.—V. L. Horton, Tolono, Ill.

Ans.: A country grain elevator is exempt from the Wage and Hour Law if located in the area of production and employing not more than 7 persons.

The coal business is exempt as a retail establishment even tho the coal comes from outside the state.

A retail establishment is exempt if less than 50 per cent of its SALES is across state lines, according to Interpretative Bulletin No. 6, as follows:

Intrastate Commerce Requirements

(24) In determining whether the greater part of the selling or servicing of a given enterprise is in intrastate commerce (i. e., more than 50 per cent of the servicing or selling), two factors should be chiefly considered: (1) The number of sales made within the State in which the establishment is located as compared with the total number of sales of the establishment; (2) the gross income derived from sales made or services performed within the State as compared with the total gross income of the establishment. If an establishment falls properly within the classification of "service or retail establishment" it is immaterial whether such establishment received all its merchandise from, or did all its financing in, a State other than that in which it is located. Only the flow of goods or services in intrastate commerce resulting from the selling or servicing of the particular establishment has any bearing on the availability of this exemption. Selling or servicing is in intrastate commerce if no element of the particular transaction takes place outside the State in which the establishment is located.

Kansas Group Meetings Well Attended

Sec'y Moyer of the Kansas Grain, Feed & Seed Dealers Ass'n is gratified at the excellent attendance at the numerous group meetings. He says: 548 Kansas, Nebraska and Oklahoma dealers attended our series of group meetings, the last one of which was held at Superior, Nebr., last week; the highest registered attendance was 80 at Liberal, Kans., followed closely by Downs with 77 and Topeka with 75.

Many subjects of interest to the grain trade were discussed, including hybrid seed corn at the northeastern Kansas meetings, the new government uniform storage contract, grading of grain, method of determining dockage, the use of tack-on cards showing weight of each shipment, warehouse bonds and the handling of grain for government loans, etc.

Grain Dealers Hold Interstate Meeting at Superior, Nebr.

A large number of Kansas and Nebraska grain dealers met at Superior, Thursday evening, June 13, at the Hotel Nebraskan. The meeting was preceded by a dinner. Mr. Guy Jones, new president of the Nebraska Ass'n, attended.

J. F. Moyer, secretary of the Kansas Ass'n, and J. N. Campbell, secretary of the Nebraska Ass'n, in addresses dealt with the rules and laws relating to grain storage under the federal and state laws.

The increase in the rates for handling and storage of grain as applied under the new uniform storage contract were fully explained. The demand feature of the proposed contracts for grain of the 1940 crop instead of a definite expiration date as heretofore was no doubt adopted to give the government the call on the grain supply in any emergency which may arise during the war period. While this feature is not as satisfactory as the time contract it is believed that a higher percentage of the new wheat crop would go into storage under contract than last year.

Premiums in the bonds given by the elevators have been reduced to \$5.00 per thousand and to \$3.75 in some instances. Secretary Moyer stated that the bond companies in Kansas had informed him that they had not suffered the loss of a cent on any bond they had written last year.

A new ruling put out by the USDA provides that a state bonded warehouse for grain need

not take out a new bond when receiving federal grain for storage. This saves duplicate bonding.

In the discussions it developed that every elevator should have equipment for determining dockage and in and out scales should always be kept in correct working condition and be tested once a year by competent inspection.

The meeting expressed itself strongly in favor of a minimum carload for grain of 30,000 lbs.—J. N. Campbell, Sec'y, Nebraska Grain Dealers & Mgrs. Ass'n.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

June 28, 29. Eastern Federation of Feed Merchants, Hotel Arlington, Binghamton, N. Y.

Aug. 15, 16. New York State Hay & Grain Dealers Ass'n, Syracuse, N. Y.

Aug. 26, 27. National Hay Ass'n, Indianapolis, Ind.

Sept. 26, 27, 28. Pennsylvania Millers & Feed Dealers Ass'n, Atlantic City, N. J.

Oct. 14, 15. Grain & Feed Dealers National Ass'n, 44th annual, Brown Hotel, Louisville, Ky.

June 9, 10, 11, 1941—Society of Grain Elevator Superintendents, Nicollet Hotel, Minneapolis, Minn.

Shepperd Heads Indianapolis Board

Ed K. Shepperd has been elected president of the Indianapolis Board of Trade, an organization that includes with the grain men the outstanding business and professional men of Indiana.

Ed got an early start in the grain business at the age of 16, and altho still young has had 43 years of experience in grain.

After having been with the National Elevator Co., the American Hominy Co. and the old Cerealine Mfg. Co. he went with the Cleveland Grain Co., for which he has been Indianapolis manager for 30 years.

He has a host of friends who are pleased with the honor conferred upon him by elevation to this office.



Ed. K. Shepperd, Pres.-Elect, Indianapolis Board of Trade.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

Price Controlled by Economics

Grain & Feed Journals: An analysis of prices, crops and economic conditions shows that economic conditions, not size of crops, are the dominating influence in determining prices.

During 1909, 1910 and 1911 the corn crop averaged 2,656,646,000 bus. and the price 60½ cents.

During 1912 to 1919 the crop averaged 2,775,182,000 bus. and the price \$1.15½.

During 1920 to 1927 the crop averaged 2,840,550,000 bus., and the price 86 cents.

From 1928 to 1931 the crop averaged considerably less, at 2,460,000,000 bus., but the price also averaged lower, at 66½ cents.

From 1932 to 1938 the average corn crop was 2,256,236,000 bus., and the price 71½ cents. —R. H. Bunch, Chicago, Ill.

Minimum Capacity of Car Ordered Controls Billing

Grain & Feed Journals Consolidated.—Shippers should be sure to specify on the bill-of-lading the capacity of car ordered for shipment. The minimum weights on wheat named in WTL Tariff 330-F, Item 300-A, is the marked capacity of the car used, subject of course to the minimum of the car ordered by the shipper. Where the shipper orders an 80 cap grain car and the carrier furnishes for its own convenience a car of greater capacity, the minimum weight in such case would be that of the car ordered.

Certain box cars of dimensions ordinarily termed "80 cap cars" have been showing up with stencil figures showing the capacity in varying amounts from 92,000 lbs. up. In one case a receiver has been billed for a minimum of 93 thousand pounds on a shipment received in such a car.

Shippers should specify the capacity of the car ordered on the bill-of-lading at the point of shipment.—C. J. Harriss, Traffic Manager, Board of Trade, Enid, Okla.

Loss of Corn Due to Fast Machine Pickers

Grain & Feed Journals Consolidated: It has been almost impossible so far to design a husking bed for a corn picker which would remove all the husks during seasons especially dry, because the bad features of excessive shelling would invariably result. We are continually experimenting with ways and means to completely remove husks under dry conditions without excessive shelling. There is no ready-made solution to the problem at present.

Excessive husks are due in many cases to hasty picking, that is pulling the picker through the field too fast. This has a tendency to overload the husking bed. It has been our experience that where the husks contain a normal amount of moisture there has been little if any complaint about excessive husks, excepting where the picker has been pulled through the field too fast.

Many farmers pick their corn early in the morning during dry spells, when the husks contain some moisture, and it has been found that a much larger proportion of the husks can be removed at this time than later in the day when the sun dries out the moisture. It would be possible to add husking pegs and rasps on the husking rolls and put additional pressure on the husking box riddle and to put dividers in the shake pan and to put more tension on the husking rolls in order to minimize husks, but

under these conditions there is a tendency to increase shelling which the farmer naturally desires to avoid.—Oliver Farm Equipment Co., W. S. Stinson, Chicago.

First Government Wheat Loan Made

Grain & Feed Journals Consolidated.—What is believed to be the first loan made on 1940 Crop wheat under the Commodity Credit Corp. wheat loan program was made to Chas. T. Witt of Grandfield, Okla., through the First State Bank of Grandfield.

Mr. Witt shipped his wheat through the Farmers Elevator Co., of Grandfield, to the Fort Worth Elevators & Warehousing Co., Fort Worth, the car arriving here June 11th and grading No. 1 Dark Hard testing 61 lbs. showing a protein content of 15.80.

There will be a much larger percentage of the Texas and Okla. wheat crop go into the government loan program this year for there has been a material increase in farmer compliance with the conservation program and at this time the wheat is selling on the market for less than the loan value so it is obvious any farmer who can qualify for the Government Loan will do so.

This condition has created a heavy demand for storage space as wheat must be stored in an approved elevator or warehouse before loans can be obtained.

Receipts of wheat on the Fort Worth market so far on this crop are much below last year but with clearing weather a greater movement is expected and this will also cause a better grade of wheat as much of the wheat arriving here has contained a heavy amount of moisture and in some instances too much moisture to permit a loan as any wheat containing over 15½% moisture is not eligible for loan.

Farmers should wait until their wheat is thoroughly ripe and mature before combining and also refrain from combining early in the morning when the grain is damp from dew or light showers as this will cause the wheat to grade down on moisture.—Ft. Worth Elevator & Warehousing Co., by G. E. Blewett, Fort Worth, Tex.

N-W Country Elevator Ass'n Re-elects Officers

The Northwest Country Elevator Ass'n held its annual meeting and election at the Nicollet Hotel, Minneapolis, Minn., on June 4, 1940.

Ben C. McCabe was re-elected for his third term as president; Howard I. McMillan was re-elected as vice-president, and L. C. Webster was reappointed secretary.

The entire board of directors was reelected. The board is composed of Mr. McCabe, Mr. McMillan, F. Peavey Heffelfinger, M. R. Devaney, J. C. Wyman, C. M. Case, Jr., A. S. Cargill, L. G. Truesdell and R. G. Cargill.

Itinerant Truckers to Jail

Robert and Melvin Fryman bought a load of corn from a farmer and were to weigh it at Liberty, Ind., but on the way to the scales threw part of the load upon another truck.

The net amount of corn was so much less than the farmer estimated it, that he immediately investigated it and found some witnesses who saw the transfer of some of the corn from one truck to another.

They were taken into custody, charged with

petit larceny, found guilty by a jury and sentenced by the Union Circuit Court to pay \$100 fine and serve 60 days in jail.

The precious pair hailed from Paris, Ky., and worked all kinds of tricks. Check after check bounced back to the recipients, but usually they made good when put on the spot.

One of their tactics was to weigh an empty truck at one place and the loaded truck at another place, and then change the tare weight by 1,000 pounds.

Farm Payments Under 1939 Program

The A.A.A. announced June 14 that farmers engaged in the business of growing crops received \$506,179,199 for co-operating with last year's soil conservation and crop production control programs.

Administrative expenses in connection with the programs totaled \$14,181,603. The payments and expenditures did not include those made under the sugar control program and parity payments to co-operating producers of cotton, corn, wheat, and rice. The sugar and parity payments totaled about \$260,000,000.

Texas led with \$58,480,292 in benefits. Iowa was second with \$40,887,617, Illinois third with \$27,830,384, and Kansas fourth with \$23,187,017.

The American Soybean Ass'n will hold its annual meeting Aug. 19 and 20 at Dearborn, Mich.

Frank Crandall of Mankato Passes

F. E. Crandall died at Mankato, Minn., June 8, aged 70 years. He had been in ill health for some time and could not recover from injuries sustained when struck by an automobile last month.

Mr. Crandall was actively interested in promoting the interests of the grain trade thru organization. He was president of the Tri-State Country Grain Shippers Ass'n for two terms, in 1927 and 1928.

At the time of his death he was president of the Hubbard & Palmer Co., engaged in the milling and grain business at Mankato.



F. E. Crandall, Mankato, Minn., Deceased

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Marlow, Okla., June 8.—Wheat, 75% of normal; oats, 90% of normal; barley, 90% of normal; all 100% better than last year.—C. L. Buiscoe, Grain.

Topeka, Kan., June 19.—Kansas prospects for a wheat crop are extra good in eastern Kansas, yet almost a total failure in the west. Here corn, barley and oats look fine.—F. A. Derby.

Leon, Kan., June 20.—Our wheat crop will be light. While yields will be much better than early expectations, the acreage is small, due to large areas being plowed up under an abandonment program when prospects were poor during the early spring months.—Raye McDaniel, McDaniel Bros.

Chicago, Ill., June 17.—I found black rust in every field I examined in parts of Oklahoma, Kansas and Nebraska, but it did not look very threatening on the dates examined, except in a few fields in north-central Oklahoma and southern Kansas.—H. C. Donovan, statistician, Thomson & McKinnon.

St. Charles, Ill., June 18.—Corn got away to a poor start in this area and there was more than usual replanting, especially of some of the various companies' hybrids. However, warm weather the last few days has made a marked change in the prospects. Hay and pasture crops are excellent and small grains stand is good.—Marshall Farm Service.

Minneapolis, Minn., June 18.—Entering the fall and winter months in the poorest condition ever recorded in this country, with the crop estimated at only 400 million bushels, it has responded so well to the favorable weather and moisture conditions during the spring months that the prospects are now estimated around 500 million bushels, or a gain of nearly 25 per cent; a truly miraculous increase in this short time. Winter rye went through the same dry period, and has now much brighter prospects than ever anticipated. Reports from all over the Northwest Spring Wheat area are most encouraging, and practically every section reports bright prospects.—Cargill Crop Bulletin.

Decatur, Ill., June 22.—Winter wheat progress and condition generally looks good, however wet weather has increased the tendency to rank growth, red rust and fungous development. While inspecting some fields in this area yesterday we found the wheat infested with black stem rust. Infection is more pronounced where wheat has lodged. So far the infestation is not as heavy as it was in 1937, and with the temperature sliding down to 50 degrees, should prevent the rust from spreading very rapidly. Wheat is starting to turn color in this area; therefore, with dry, clear weather from here on out, rust damage should not be heavy.—Baldwin Elevator Co.

Dodge City, Kan.—Dealers' opinions vary as to the size of the Kansas wheat crop. Guesses made at our group meetings varied from 65,000,000 to 100,000,000 bus. for the state, most of them centering around 75,000,000 to 85,000,000. Most of the northern third of Kansas has suffered from lack of rainfall. They have not had the good, soaking rains that fell in the south and southwest. The Kansas wheat harvest has started in the south central section, and by July 1 should be general over the south half. The extremely favorable conditions that have prevailed in the southwest the past 60 days will result in a much better harvest for this area than was anticipated.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

Minneapolis, Minn., June 19.—The cool rainy weather of April and May favored stooling, and where moisture supplies have been ample the growth is luxuriant and the general color and condition of the plant excellent. Corn, although late in starting, has made splendid progress during the warm weather of the past week. The plant presents a healthy appearance, has had its first and in many cases second cultivation. Flax crop prospects are very good at this time. The acreage is large. The growing plant is five to eight inches tall with a good stand and healthy

color. Rye has made a remarkable recovery during the cool rainy spring. More than the usual number of reports have been received that fields are very weedy, and it now seems probable that much of our small grain will carry heavy dockage.—Van Dusen Harrington Co., by Paul C. Rutherford.

Great Falls, Mont., June 19.—June 1st estimate of the state on winter wheat was 20,281,000 bushels. Condition of spring wheat was given as 90% of normal. Do not believe that in our territory the 90% condition prevails today, due to the fact that a lot of late seeded spring wheat did not sprout until after our last rain, June 8, and will, of course, be quite late. The fact that it is late means it will take that much more moisture to bring it thru. Also the weeds sprouted at the same time and in some sections there is quite an acreage where you cannot see any wheat, just a solid mass of weeds. Our country reports indicate that some sections will have to have rain within the next week, while other sections do not appear to be suffering and both spring and winter wheat is still in excellent condition.—Greely Elevator Co., by G. F. Greely.

Champaign, Ill., June 18.—Thousands of farmers thruout the corn belt report serious damage to seeded corn this spring, according to W. P. Flint, chief entomologist of the University of Illinois. The damage, he said, was confirmed by surveys conducted by himself and other insect experts of leading agricultural colleges in the belt, and is a result of infestation of wireworms, cutworms, maggots and a host of other corn enemies. Their activity, he said, has reduced the corn stand by as much as a third in many producing districts. The cold, wet weather this spring, which retarded normal germination and caused much seed corn to lie in the ground a week or more longer than usual before sprouting, favored the development of worms and grubs, and permitted them to ruin whole fields of tender seedlings before the plants were able to grow up past the critical stage.

Winchester, Ind., June 22.—Farmers haven't seen or heard of any black rust in this county. Went through the low, wet ground of Madison County yesterday, didn't see any sign of black rust. It is not in Eastern, Central Indiana, at least, but then this is the most favored spot. We don't have very much black rust and don't have so much trouble with our grain. Our land is largely sugar tree, and white oak land but it does raise something every year. Failure is absolutely not known in corn or wheat and this year while our corn crop is a little late and a little weedy we will raise an average crop of corn. Have the best hay crop I have seen in almost my lifetime and wheat if it turns out anything like it looks Eastern, Central Indiana will average 25 to 30 bus. to the acre. We have a larger barley acreage than usual, have the best oats we have had in five years.—Goodrich Bros. Co., P. E. Goodrich, pres.

Enid, Okla.—Receipts of wheat June 21st were 540 cars. Average test was 61 lbs. and average

moisture 13.6%. 135 cars of the total receipts were graded down on moisture. Receipts of wheat June 22 were 503 cars. Average test was 61 lbs. and average moisture 13.2%. 128 cars of the total receipts were graded down on moisture. While harvest on late wheat has not started generally in the north-central counties, we are receiving increasing reports of damage by black rust. We do not know to what extent this damage is or will be prevalent, but it is likely that more rust damage will appear than was thought probable two weeks ago. Rust damage not only cuts the yield of wheat but also the test. Since about 65 per cent of Oklahoma wheat is eligible for government loans, elevator operators are making arrangements to carry a part or all of their loan receipts in terminals in points in the southwest.—E. R. Humphrey, Secretary, Oklahoma Grain & Feed Ass'n.

Kansas City, Kan., June 13.—A continuation of highly beneficial growing conditions with good moisture and cool weather has brought the Kansas crop well along towards harvest. It now appears that we have avoided any losses which might have occurred from high temperatures, although the lateness of the crop makes this hazard still possible in the northern half of the state. It is true, however, that black rust has moved into the territory covering the south central and parts of the eastern half of the state and, while we have experienced excellent weather, adverse to the development of rust, none-the-less, it is a vicious disease and can cause great loss in a short space of time, so that now our fears of losing some of the prospect, which has so greatly improved the past six weeks, are concerned more with rust development than with too much rain. It is seldom that we lose much production from too much rain, except for the lowering of the quality, which, of course, does affect yields. Rust has not developed to take its toll. We believe Kansas can produce a crop in line with our last estimate of 80,379,000 bushels, and, if weather develops favorably for maturity of the crop, a larger outturn is quite possible.—H. L. Robinson, The Robinson Elevator Co.

Springfield, Ill., June 19.—Subsoil moisture continues deficient over most of the north and in places in the southwest. Most of the corn made good to excellent progress, and its condition is fairly good to excellent; some is not yet up. Cultivation varies from starting to the third time over and there is considerable weediness; a limited amount of corn has attained a height of 18 to 24 inches; complaint of worm activity continues from some localities. Progress of winter wheat was mostly good; general condition fairly good to very good. Considerable of the winter wheat has a rank growth and there is some lodging. In localities there is some rust and smut; the crop is mostly heading well and some is "turning color" in the central and south. There are many good oats; much is heading or has headed. Some soybeans are yet unplanted. Generally soybeans are 50% to 90% up; stands are mostly good, although some replanting was

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for July delivery at the following markets for the past two weeks have been as follows:

	Option		June		June		June		June		June		June		June	
	High	Low	12	13	14	15	17	18	19	20	21	22	24	25		
Wheat																
Chicago	111 1/4	74 1/2	82	78 1/2	79 1/2	79 1/2	77 1/4	77 3/4	78 3/8	78	78 1/2	79 1/8	79 1/8	77 7/8		
Winnipeg*	93 1/2	61 1/2	73 3/4	....	72 1/4	72 1/4	71 1/2	71 1/2	71 1/2	71 1/2	71 1/2	71 1/2	71 1/2	71 1/2		
Minneapolis	107 1/4	74 1/4	80 3/4	....	77 1/2	78 1/4	75 1/2	75 1/2	76 1/2	76 1/2	75 1/2	77 1/2	77 1/2	75 1/2		
Kansas City	106 1/2	70 1/2	77 3/4	74 1/2	75 1/2	75 1/2	72 3/4	73	73 1/2	73	73	74 1/2	74 1/2	71 1/2		
Duluth, durum	99 1/2	62 1/2	71 1/2	67 1/2	68	68	65 1/2	66	66 1/2	66 1/2	66 1/2	68	68 1/2	66 1/2		
Milwaukee	111 1/2	75	82	78 1/2	79 1/2	80	77 1/4	77 3/4	78 1/2	78	78 1/4	79 1/2	79 1/2	78		
Corn																
Chicago	66 1/2	52 1/4	63 1/2	59 3/4	61 3/4	61 1/2	60 3/4	61 1/2	62	61 1/2	62 1/2	62 3/4	61 1/4	61 1/4		
Kansas City	66 1/2	49 1/2	66 1/2	62 1/2	64 1/2	64 1/2	63 3/4	64 1/2	64 1/2	63 3/4	63 3/4	64 1/2	63 3/4	61 1/2		
Milwaukee	66 1/2	53 1/4	63 1/2	59 3/4	58 1/2	61 1/2	60 3/4	61 1/2	62	62	62 1/2	62 3/4	61 3/4	61 3/4		
Oats																
Chicago	39	30 1/4	33 1/4	33 1/4	32 1/4	32 1/2	31 3/4	30 3/4	31 3/8	31 1/2	31 1/2	32 1/2	31 1/2	30 1/2		
Winnipeg*	40 7/8	29 1/4	32 1/2	....	31 3/8	31 3/8	30 3/8	30	29 3/8	30	29 3/8	31	30 1/4	29 1/4		
Minneapolis	37	28 1/2	31 1/2	....	30	30 1/2	29 1/2	29 1/2	30 3/8	31	30	31	30 3/4	28 1/2		
Milwaukee	38 7/8	30 1/2	33 1/4	33 1/4	32 1/4	32 1/2	31 3/4	30 3/4	31 3/8	31 1/2	31 1/2	32 1/2	31 1/2	30 1/2		
Rye																
Chicago	76	40 1/2	44 1/2	44 1/2	43 1/4	42 1/2	41 3/4	41	41 3/4	41 1/2	41 1/2	42 1/2	42 1/2	40 1/2		
Minneapolis	71 3/4	38 1/2	....	....	40 1/4	40 1/4	39 1/4	39 1/4	40 1/4	39 3/4	39 3/4	40 1/4	40 1/4	38 1/2		
Winnipeg*	81 1/2	40 1/4	49 1/2	....	46 3/4	47 1/4	46 3/4	45 3/4	45 3/4	45 3/4	44 1/2	45	44 1/2	41 1/2		
Duluth	46 1/2	39 3/4	....	....	41 1/4	41 1/4	40 1/4	40 1/4	40 1/4	41 1/4	40 1/4	41 1/2	41 1/2	39 3/4		
Barley																
Minneapolis	45 1/2	32 1/4	....	....	35	35	34 1/2	33 3/4	34 1/4	34	34	34	34	32		
Winnipeg*	53 3/4	32 1/2	37	....	35 1/2	36	34 1/2	34 1/2	34 1/2	34 1/2	33 3/4	33 3/4	33 3/4	32 1/2		
Soybeans																
Chicago	129 1/2	75 1/2	89 1/2	89 1/2	81 1/2	76 3/4	76	76	76 1/2	77 1/4	78	80	80 1/2	80 1/4		

*Canada Exchange 801 805 810 811 801 802 801 802 808 811 807 812

necessary. A good to heavy first cutting of alfalfa is complete or underway and there has been some second cutting in the extreme south; also some clover is being cut. In a few localities alfalfa hay was damaged by rain. Broomcorn is a fine crop in Douglas County; cultivation is backward in Cumberland County. Barley is ready to harvest in Greene County, and harvest is underway in Randolph, Monroe and Saline Counties. Chinch bugs are doing some damage in a few localities.—E. W. Holcomb.

Washington News

The Farm Bill appropriating \$918,528,418 for soil conservation and parity payments was passed June 21 by the Senate and sent to the president.

The Steagall bill to add \$500,000,000 to the credit resources of the C.C.C. has been given right of way by the House rules com'te. This would give the C.C.C. \$1,400,000,000.

Administrative procedure of the various federal commissions is the topic of hearings to be held by the attorney-general's com'te on administrative procedure, in the U. S. district court house June 26, 27, 28, and July 10, 11 and 12. The com'te also will receive written statements.

The State Department is working on a cartel to control the sales of commodities produced in South America, for the benefit of those countries. A giant corporation financed by the taxpayers of the United States would buy surpluses of the 21 American republics and the Dominion of Canada at an estimated cost of 1 or 2 billion dollars a year and make them available to the totalitarian powers which are expected to control the future economic policy of Europe. The plan calls for rigid control of prices and production.

Washington, D. C.—Colonel Fleming of the Wage and Hour Division has announced relinquishment of jurisdiction over drivers for private carriers who cross state lines, leaving that to the Interstate Commerce Commission. Truck drivers under this decision cannot be worked more than 60 hours a week nor more than 10 hours a day except under certain conditions. There is no provision for overtime, but in addition numerous rules and regulations apply with respect to the qualifications of drivers and standards of equipment, these being prescribed by the Interstate Commerce Commission under authority of the Motor Carrier Act.

Open Interest in Future Deliveries

As reported by the C.E.A. for wheat, corn, oats and rye, and by the Board of Trade Clearing House for soybeans the open interest in all futures on the Chicago Board of Trade recently has been as follows, in 1,000 bus.:

	Wheat	Corn	Oats	Rye	Soy-beans
Jan. 13	84,355	47,650	15,324	11,256	7,140
Jan. 20	84,136	46,876	15,096	11,842	7,230
Jan. 27	84,570	45,188	14,623	11,738	7,203
Feb. 3	79,457	43,857	14,161	12,475	6,746
Feb. 10	79,262	44,067	16,644	12,919	6,768
Feb. 17	81,351	44,400	14,427	13,021	6,701
Feb. 24	86,092	44,644	14,181	13,955	6,412
Mar. 2	90,782	44,234	13,888	13,847	6,397
Mar. 9	91,405	43,501	13,627	14,066	6,630
Mar. 16	91,195	42,464	13,561	14,224	6,497
Mar. 23	91,874	42,136	13,681	14,522	6,425
Mar. 30	95,090	41,538	15,560	14,861	6,326
Apr. 6	98,360	40,703	13,316	15,388	6,434
Apr. 13	103,489	39,872	12,989	15,911	6,377
Apr. 20	114,612	37,897	12,949	17,090	6,187
Apr. 27	124,422	34,933	12,675	18,379	5,781
May 4	128,045	31,613	12,601	17,875	5,172
May 9	129,259	32,035	12,006	18,469	4,809
May 11	124,526	30,967	11,493	18,454	4,629
May 18	87,599	27,004	9,202	16,565	3,105
May 25	76,840	24,507	8,514	16,200	2,583
June 1	74,848	23,935	7,209	16,262	2,388
June 8	70,025	23,292	6,831	16,190	†2,388
June 15	67,184	23,456	6,339	15,823	2,170
June 22	66,555	23,493	6,818	15,817	2,121

*High, 1940. †No trade.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Oklahoma City, Okla.—The state's first carload of 1940 wheat was marketed in Walters June 3. The 1,500 bus. of wheat tested 62 lbs; the yield was 25 bus. to the acre and brot a 10c bu. premium.

Duluth, Minn., June 24.—More than 1,000,000 bus. of corn and rye will leave the Duluth harbor within the next 24 hours for foreign consumption. Four vessels are in port today taking on 920,000 bus. of corn—one of the largest single day corn shipments in the history of the port—and 150,000 bus. of rye.

Duluth, Minn.—Despite the steady and heavy elevator withdrawals, this season grain stocks still stand at the 29,000,000 bus. mark, due to liberal in movement of grain since the season of navigation opened. With bulk of the lake freighters now engaged in carrying iron ore, boats have become harder to secure and vesselmen have raised their rate. They are asking 3½c to load wheat here and unload Buffalo.—F. G. C.

Mulvane, Kan., June 18.—Wheat is being harvested. Binders seem to be displacing combines in the wheat fields. I see many fields of shocked wheat. Some loads of combined wheat are being rejected by mills and elevators because of excessive moisture. Many fields in the neighborhood of Kinsley and Dodge City are so full of weeds, dealers will no doubt clean out the weed seeds and return to farmer before accepting any of the new wheat.—E. W. M.

Ottawa, Ont., June 20.—Canadian wheat in store for the week ending June 14, 1940, decreased 116,188 bus. as compared with the preceding week and increased 169,293,693 bus. when

compared with the corresponding week in 1939. Wheat receipts in the Prairie Provinces for the week ending June 14, 1940, amounted to 2,065,624 bus., a decrease of 264,973 bus. from the preceding week when 2,330,597 bus. were marketed. During the corresponding week a year ago the receipts were 1,086,973 bus. Marketings in the three Prairie Provinces for the 46 weeks from Aug. 1, 1939, to June 14, 1940, as compared with the same period in 1939 were as follows, figures within brackets being those for 1939: Manitoba, 51,941,441 (43,287,896); Saskatchewan, 222,385,210 (112,667,597); Alberta, 123,930,192 (124,431,443) bus. For the forty-six weeks ending June 14, 1940, and the same period in 1939, 398,256,843 and 280,386,936 bus. were received from the farms.—R. H. Coats, Dominion Statistician.

Agricultural experts at the Dominion experimental station have discovered after 15 years research work that in the prairie regions it requires 1,437 pounds of water for each pound of grain produced. The experiments were conducted on summerfallow.

Rye Movement in May

Receipts and shipments of rye at the various markets during May, compared with May, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	97,873	59,920	.....	.....
Boston	1,100	1,100	.....	.....
Chicago	33,000	66,000	293,000	203,000
Duluth	436,869	146,399	887,791	716,934
Ft. William	518,582	201,478	1,493,715	251,819
Indianapolis	177,000	70,500	55,500	15,000
Kansas City	1,500	52,500	3,000	6,000
Milwaukee	10,570	29,715	97,890	15,060
Minneapolis	810,000	850,500	294,000	358,500
New York	1,700	1,700	32,000	.....
Omaha	41,150	42,000	19,960	46,200
Peoria	45,200	85,800	2,400	13,800
Philadelphia	.....	.....	1,000	7
St. Louis	3,000	12,000	10,500	12,000
Superior	427,310	124,844	725,742	456,103
Toledo	11,200	9,800	19,180	3,500

Barley Movement in May

Receipts and shipments of barley at the various markets during May, compared with May, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	6,619	2,667	.....	.....
Chicago	1,013,000	983,000	250,000	248,000
Duluth	617,741	652,467	739,881	1,520,846
Ft. Wil'm	1,306,325	1,627,836	1,304,057	2,983,707
Ft. Worth	.....	.....	1,600	.....
Indianapolis	.....	9,000	3,000	.....
Kansas City	38,000	27,200	3,200	32,000
Milwaukee	1,854,904	860,000	425,450	541,025
Minneapolis	2,563,600	2,155,600	3,044,700	2,534,700
New York	.....	3,400	34,000	.....
Omaha	11,200	48,000	9,620	96,750
Peoria	340,900	200,520	200,200	135,900
Philadelphia	2,496	1,609	5,501	2,906
St. Joseph	7,000	1,750	15,750	.....
St. Louis	177,600	121,600	65,600	41,600
Superior	59,758	461,083	368,651	945,920
Toledo	5,600	1,400	1,370	.....

Wheat Movement in May

Receipts and shipments of wheat at the various markets during May, compared with May, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	259,212	15,268	516,575	96,233
Boston	1,564,328	1,000	211,555	.....
Chicago	2,046,000	1,579,000	1,370,000	2,255,000
Duluth	9,111,147	4,429,340	10,502,773	5,574,174
Ft. W'm	25,411,592	21,252,057	41,802,845	26,966,803
Ft. Worth	495,600	417,200	1,215,200	963,200
Galveston	.....	.....	69,904	2,328,288
Houston	.....	.....	.....	624,200
Hutchinson	951,750	1,379,700	63,688	.....
Indianapolis	333,000	171,000	174,000	152,000
Kan's C'y	3,158,400	5,408,000	1,654,205	3,248,940
Milwaukee	251,270	27,720	12,600	11,200
Minneapolis	10,483,500	10,311,000	2,604,000	2,503,500
New Orleans	.....	26,600	10,800	.....
Omaha	534,221	1,232,000	687,800	1,027,600
Peoria	176,300	140,900	375,628	136,900
Philadelphia	378,475	34,350	568,074	406,679
St. Joseph	172,800	174,400	569,600	201,600
St. Louis	693,000	843,000	889,500	1,138,500
Superior	4,182,292	2,387,905	5,486,047	2,418,720
Toledo	529,235	385,500	709,145	380,480
Wichita	1,008,000	1,843,500	778,500	810,000
New York	615,252	566,600	431,000	644,000

Oats Movement in May

Receipts and shipments of oats at the various markets during May, compared with May, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	57,685	80,008	.....	.....
Boston	12,000	19,650	.....	.....
Chicago	1,241,000	2,141,000	1,151,000	2,227,000
Duluth	254,673	271,735	1,289,650	3,417,284
Ft. Wil'm	2,938,114	1,816,426	5,212,827	3,683,288
Ft. Worth	56,000	98,000	36,000	24,000
Indianapolis	148,000	464,000	314,000	424,000
Kansas City	62,000	244,000	28,000	208,500
Milwaukee	29,380	47,460	60,800	89,300
Minneapolis	697,500	1,585,750	3,044,700	1,372,500
New Orleans	34,810	67,987	24,000	22,679
New York	81,400	74,800	.....	.....
Omaha	57,133	480,000	154,795	400,030
Peoria	168,000	136,000	206,000	431,500
Philadelphia	16,981	14,355	30,942	17,997
St. Joseph	102,000	350,000	8,000	86,000
St. Louis	263,500	442,000	306,000	300,000
Superior	231,000	215,828	653,953	2,254,499
Toledo	735,645	550,370	739,225	548,040
Wichita	.....	1,500	.....	.....

Corn Movement in May

Receipts and shipments of corn at the various markets during May, compared with May, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	361,796	218,311	178,076	.....
Boston	.....	34,972	.....	34,972
Chicago	3,811,000	8,475,000	6,652,000	6,433,000
Duluth	1,682,291	2,177,784	4,184,771	5,394,248
Ft. William	22,680	1,073	7,861	3,601
Ft. Worth	85,500	22,500	105,000	25,500
Indianapolis	1,153,500	1,866,000	874,500	1,429,000
Kansas C'y	831,000	1,083,000	774,000	963,000
Milwaukee	447,950	520,800	126,100	33,800
Minneapolis	960,000	1,860,000	2,349,000	2,508,000
New Orleans	369,364	96,482	296,500	276,142
Omaha	399,026	787,302	626,439	1,092,340
Peoria	1,804,600	1,399,085	471,800	619,385
Philadelphia	16,491	3,642	120,578	17,475
St. Joseph	171,000	174,000	192,000	262,500
St. Louis	1,051,500	907,500	723,000	525,000
Superior	1,394,263	1,669,712	5,486,047	2,418,720
Toledo	193,200	194,600	63,260	173,725
Wichita	.....	1,300	.....	.....
New York	100,501	239,500	4,000	154,000

Grain Trade's Appeal for Justice

[Continued from page 529]

that they will be able to serve and function in normal times if they are to be deprived of the opportunity of earning a livelihood during emergency times. Since the loan program is for the benefit of the producer, we insist that it should not operate to cripple but should provide some measure for the continued functioning of the commission men, who are the farmers' selling agents and their direct representatives in the established markets.

It is our hope that your committee will seek a reasonable means for the use of the cash grain commission merchants in the movement of government grain from the country points into terminal storage, under some agreement between your agency and these commission men.

FAVOR TO CO-OPERATIVES.—In some of the functions under this Agricultural Adjustment Administration which touch upon grain warehousing and marketing, there has been marked favor to grain co-operatives as compared to privately owned firms. The co-operative grain elevators have long been recognized among the total of country elevators, independent, co-operative and line, but constitute only a very small percentage of the total terminal warehouse capacity. By authority of phrases in various agricultural laws, whether this authority be real or implied, some government agencies have favored the co-operatives where they could, and this favor frequently went to co-operatives importantly financed and encouraged by government.

Co-operative grain firms efficiently operated on the basis of competition have become an accepted part of the grain marketing machinery over many years. Such firms, financed without government grant or aid and able to compete on the basis of efficient operation, do not need to ask for special favors from the government.

Recognizing that we are discussing a philosophy patently held by the present government agencies in favor of co-operatives, we nevertheless stand for a fair and equal division of government business among all types of grain firms. Privately operated business firms cannot continue as taxpayers if government agencies, under any real or implied mandate from Congress, continue to discriminate against them. Grain must be distributed, and must flow economically from producer to consumer. Some one must perform these services, whatever the description given to his type of business. Surely it is to the advantage of the Nation as a whole if distribution of grain be at the lowest possible cost; in the most efficient manner. The farmer is interested, as is the consumer, in this most efficient distribution. Therefore we hold that there is sound reason against government favor, in either funds or patronage, to any one type of grain distributive firm.

Should there be any long-range policy of government entirely to supplant efficient and competitive private grain firms with a sheltered co-operative system of grain distribution, there must be recognition of the fact that the total number of taxpaying business enterprises will be that far reduced in the United States. If any such long-range policy be now in effect these privately-owned firms should, in all fairness, be apprised before their economic resources are further sapped by the process of long-continued government favor to co-operatives.

The trade has repeatedly urged upon you their protest against any favoritism between types of marketing firms in warehousing and marketing government grain.

UNIFORM STORAGE CONTRACT.—A proposed uniform storage agreement, between the Secretary and the warehouseman, was made public in completed form under date of about April 25, 1940. A previous contract

draft had been shown to the warehouse trade for their comment but did not include a schedule of rates. Many objections to the contract conditions were raised by the trade and the government agencies revised their first draft to recognize some of the trade objections. But it had been impossible for the trade to make a correct evaluation of the contract in its first draft because no schedule of rates had been suggested. Because this proposed uniform contract has brought to a crisis the whole relationship of the trade with the agencies under the Department of Agriculture, we want to summarize the opinion and comment expressed by various trade groups on both conditions and rates of the contract form of April 25.

CONDITIONS OF CONTRACT: The contract still fails to provide a complete cut-off (termination of storage) date for all grain at the end of the regular crop year. (This storage cut-off, however, apparently allowed on wheat under loan; not on corn, or any grain owned by the government.) Both country and terminal warehousemen have emphasized the importance of this storage cut-off date. Where government-owned wheat, or any eligible corn, is held in the contracting warehouse past the time of normal annual crop movement, and then is for any reason removed from storage, the warehouseman is left without access to a volume of income earning grain until the crop movement of another year.

The definition of "eligible grain" clearly intends that grain stored by a producer and later pledged to the government for a loan, shall take the government contract rate back to the date of deposit. This would leave the country warehouseman open to prosecution for discrimination under the laws of some states. By the very force of practice it would thrust upon all elevators a public tariff as low as the government tariff, however unsatisfactory that government tariff might be.

Many warehousemen are confused about a contract with the Secretary instead of the three separate agencies under his supervision. It is feared by some country warehousemen, and by almost all terminal warehousemen, that a contract with the Secretary makes their legal position doubtful in case of a contract dispute that might warrant litigation. Some competent counsel have informed warehousemen that the Secretary, as a cabinet member, cannot be sued and that redress for any wrong inherent in the contract, even tho not now apparent, would have to come thru the dubious and slow action of Congress. It is the majority opinion of warehousemen that this contract in final agreed form should be uniform, but between the warehouseman and each separate government agency as a corporate unit.

SUBSTITUTION OF GRAIN under the terms of the contract holds dangers to which the warehouseman objects. Should wheat be stored in an elevator for the earning period and then removed, with corn substituted on the free time, there would arise the added financial burden to the warehouseman of conditioning corn at his own expense if the substitution be made at a time of the year considered most dangerous for corn storage. Substituted corn would have to be special-binned, although the warehouseman originally may have declined to make available any space for special-binning, and whereas he may be disinclined under any circumstance to store corn because of his geographical location, his type of storage, or his inability to condition corn properly. Warehousemen have held consistently that where substitution be demanded by the government agencies in order to utilize all possible free time, the substitution should be of the same kind of grain as that originally stored.

THE CONTRACT DOES not define, or differentiate between, a terminal, country, or sub-terminal elevator. The rates, and some conditions, are based upon the manner in which the grain is received into the warehouse, commonly either by rail (or water) or by truck (or wagon). This would not prevent terminal elevators from emphasizing business in trucked

grain to the detriment of country elevators and other terminals not equipped to unload trucks; would set up two storage and handling (elevation) rates in some elevators; might force a country elevator receiving a carload of government grain by rail to unload it and load it out for a total of 1c, which would bring inescapable loss; it would influence the terms of the contract on quality of delivered grain. It is a provision which, we think, the government should clarify.

Terminal warehousemen have steadily maintained that delivery should be of the same class, grade, quantity and quality "in the aggregate" or better. Where thousands of bushels of grain are necessarily commingled in one bin, it is patently impossible to deliver grain except as an average of the type of grain actually placed in such a large terminal bin. Terminal warehousemen still insist upon the term "in the aggregate" as a reasonable part of this contract.

Warehousemen generally have maintained that the approval of the Secretary be extended to warehouses "licensed under the laws of the State in which the warehouse is located," as well as to federally licensed warehouses, the Secretary naturally having the right to withhold approval of any warehouse not properly protected by bond, or not adequately protected by his State license.

A serious situation would exist in some states where the provisions of the contract are in conflict with state laws. Our attention has particularly been drawn to the northwestern states of Minnesota, North Dakota, South Dakota, and Montana. In all of these States there has been developed thru the years by legislation a very effective supervision over the buying and selling of grain in country warehouses. These laws are administered and enforced by regulatory bodies who police operations so that adequate bonds are at all times posted to protect outstanding warehouse receipts, and discrimination and other illegal practices are avoided. The rates that must be charged are in some instances fixed by statute and a violation thereof is made a criminal offense. Those statutory rates differ from those proposed in the AAA contract. The tentative contract has been submitted to the regulatory bodies in these four states and in each instance they have expressed themselves to the effect that an elevator operator signing the proposed contract and operating thereunder would be in violation of state laws and subject to prosecution and possible loss of license.

Country elevator operators in the states in question have heretofore cooperated to the fullest extent with the government in its loan program, but in prior years the government has recognized state laws in its contracts qualifying country elevators. To expect a country elevator to disregard warnings from the state regulatory bodies and deliberately obligate himself by contract to violate the laws of his state would seem to be asking too much, and those having to do with the preparation of this contract should either adjust the contract so as to meet the statutory requirements of the various states or suggest some other manner by which the country operator can operate safely under the proposed contract.

Many other technical or practical suggestions, made by the trade in its various conferences with government officials, were not recognized by the government in this latest form of the contract. Trade suggestions were based upon practical experience and we believe that those suggestions, such as those set forth in letters to you from the Terminal Elevator Grain Merchants Ass'n, should be incorporated into this contract.

SCHEDULE OF RATES—The government in March offered a tentative contract form which did not include suggested rates for storage and handling (elevation). Therefore, the trade considered the conditions of the contract without having information as to the rates to be offered by the government. In many instances the consideration of the con-

tract terms depended upon the rate offered for the service demanded, so that it was impossible to make a complete evaluation of the first tentative contract form.

When the schedule of rates was made public, about April 25, there was widespread complaint from warehousemen. Both terminal and country elevator operators believed that the rates were lower in many instances than any cost figures available in any private or government studies; that in specific instances they were below actual and demonstrable costs; that they were commonly below the accepted charges common to the trade over many years; that they were no more liberal than terms of the year before although the government was asking greatly increased services and liabilities and additional availability of free time. There are specific points about these rates to which we wish to draw your attention:

A basic terminal warehouse rate of 6c per bushel per year on wheat and 7c per bushel per year on corn was in effect last year between terminal warehousemen and government agencies. It was almost unanimously affirmed by warehousemen that this rate had not been sufficient to warrant continuation of so low a rate another year, especially in view of the uncertainty as to length of time of storage, and uncertainty as to volume to be placed in store. When terminal warehousemen originally made a proposal to a government agency to store wheat at 6c per bushel per year, it was on the basis of a full year's storage earning to be guaranteed whether the contracted space was or was not used.

A warehouse operator signing the present proposed contract is not sure of a single bushel of government grain for storage, and is not sure of the length of time of any storage. But with this insecurity both as to volume and length of storage he is asked to sign away his claim to tariff rates formerly and commonly held reasonable in the trade; this upon the thesis that government rates would tend to become public rates.

Terminal elevator operators of the Chicago area have presented their case for an annual storage earning period of 270 days and operators in some other markets have recognized Chicago's peculiar local condition, requiring a different schedule of rates based upon many years of experience. There is common dissatisfaction on the part of terminal warehousemen with the low allowance of 180 days of storage earning on wheat. Country warehousemen asked for storage rates of 9c per year on wheat and rye, 8c per year on corn, as minimum rates in any event; but they also asked and continue to ask that no rate be included which is lower than the statutory rate of the State in which the warehouse is located. Warehousemen, both country and terminal, have expressed opinion that no storage rate should be less than 1/30c per bushel per day.

The elevation charge (unloading and loading out grain received by rail or water) is commonly acceptable at 1c, but there was unanimous objection to its division into two rates of 1/2c each.

The allowance for "conditioning, insurance

and all other charges" is insufficient in many instances to an extent that can be demonstrated. (Footnote 1.) Insurance costs vary widely by type of elevator construction, and as widely according to the market value of the grain insured. Under a condition of sudden wartime boom prices it would be possible for prices to increase very rapidly and insurance rates correspondingly. Terminal elevator operators have indicated their willingness to agree to last year's separate charge for insurance of 4c per hundred bushels per month, in spite of the fact that cost of insurance has increased by reason of the higher price level. Country elevator groups have protested that this rate for "conditioning, insurance and all other charges" is too low and in some instances lower than actual cost.

Country elevator operators, in a meeting where more than 6,750 warehouses were represented, asked country handling charges of 3c per bushel on corn, 4c per bushel on wheat. Insofar as we know they still demand this minimum rate to cover their actual costs and allow a minimum of profit. They set forth many figures and government studies to support their handling charge request and as far as we know those figures were not questioned or disputed by the Government committee.

LAND GRANT RATES.—The merchandising grain trade is opposed to government use of land grant railroad rates in merchandising its grain. This would be so patently unfair as competition from the government against business that it would seem to need little more than a brief examination. Where the government agencies possess huge stocks of grain in store, and sell direct from these stocks to consumers and processors, they can drive out any successful opposition from the trade merely by use of their lower land grant rates. The Grain & Feed Dealers National Ass'n at its last convention adopted resolutions opposed to Government grain agencies using this land grant rate privilege; members of the trade have frequently and consistently expressed fear of government use of land grant rates in merchandising grain. It is hoped that the government agencies will adopt a definite program of avoidance of this very unfair method of competition against its own taxpaying business firms.

NEED OF CAREFUL STUDY.—Repeatedly the trade has requested that storage and handling rates be based, not upon arbitrary choice, but upon known experience in the trade and available cost studies made by State and Federal Government experts.

With this outline is a letter of transmittal, in which your com'ite is asked to allow the grain trade, thru its recognized organizations and thru individuals who may care to take part, a full hearing upon the representations made in this outline and summary. It is suggested, of course, that necessary changes in your uniform storage contract should be made promptly, and without the delay inherent in further hearings and conferences, in order that warehousemen may be in position to sign a satisfactory uniform contract at once.

But we believe that the government-trade relationships are now so critical that a full and fair hearing should be held. Preferably in Chicago, to which place a number of the individuals and organizations can afford to travel, and preferably with government men present who can make, or recommend, answers to the problems that today have become too important to ignore further.

The Quaker Oats Co. Adds Another Elevator to Its Akron Plant

Inadvertently the closing lines of the article descriptive of the Quaker Oats Co., Akron, O., elevator, page 487 of our June 12 number were omitted. They follow:

Roller chains were supplied by Morse; GE motors; Webster elevating and conveying machinery; Buffalo buckets, screw conveyors, draw off hoppers, spouting by Screw Conveyor Corp.; reel by Bartlett & Snow.

This new addition to the extensive properties of the Quaker Oats Co. was designed and built by Edwin Ahlsgog.

"Must Dispose of Surplus Farm Products at Home"

Louisville, Ky.—Faced with "utter uncertainty" in the event of American participation in the war are members of the Southeastern Millers' Ass'n, who heard A. H. Kreuger, Washington, describe co-ordination of food industries at the Brown Hotel.

"We must fit into the President's program of full speed and no detour," Mr. Kreuger said. "Unlike the last war, our organization, should we get in again, would be built around the Department of Agriculture. There will be no complicated office of Food Administrator, as there was in 1917-18."

In the face of expanding food needs for refugees, the Federal Surplus Commodities Corporation will probably take over some of the duties of the Red Cross, he predicted.

America's whole \$800,000,000 farm export program must be re-drafted and efforts must be made at once to dispose of surplus farm products at home, now that European markets are closed, Mr. Kreuger pointed out.—A. W. W.

Nebraska Grain Dealers Meet at Nebraska City

Over one hundred grain dealers attended the annual meeting of the Southeastern Nebraska Grain Dealers Thursday evening, June 20th, for the election of officers and directors for the year and consideration of other important matters. President Guy Jones of Eagle, now president of the Nebraska Grain Dealers & Managers Ass'n, presided.

Fred Marquard, Avoca, Nebr., was elected president; Rhue Cole, Brock, Nebr., vice-president; Harry Hansen, Stella, Nebr., secretary-treasurer. The three directors chosen were Henry Stowe, Nebraska City; James Money, Dunbar, Nebr., and Harry Peterson, Tangeman, Nebr. Now they are set to go for another year for what promises to be marked by world-shaking events in the political and business affairs of the nation.

A report was made by Secretary Campbell of the Nebraska Grain Dealers and Managers Ass'n on the progress of the appeal to Western Trunk Line Committee for a minimum carload for grain of 30,000 lbs. The committee will give the matter definite consideration at a meeting in Chicago July 9, 1940. Asked for an expression as to a choice between a minimum car of 30,000 or an increase in clean-up cars, the meeting decided that it favored a minimum carload for wheat and rye of 30,000 lbs., restricted to the period from Sept. 1st to July 1st, but of feeder or other coarse grains it should be a year-round proposition.

Inspector Geo. A. Fox of the State Railway Commission reported that the Commission at its meeting the day before had decided to make no change in the 1/30th of one cent per day in the legal storage charge for grain in licensed warehouses for grain. He also stated that the Commission had recognized as substantial bonding companies now writing warehouse bonds at \$3.75 per thousand dollars.

The Commission also will allow federal grain to be stored in state licensed warehouses on the federal rate, and the bonds given by the state warehouses will be accepted as protection for federal stored grain under the Uniform Federal Storage regulations.

President Bob Graham of the St. Joseph Grain Exchange explained some features of the market news daily radioed by the Exchange. The business session was preceded by a dinner at the Grand Hotel where the meeting was held.

Footnote 1—Excerpt from a letter written by S. W. Wilder, country elevator operator of Cedar Rapids, Iowa, and chairman of the Country Elevator Committee, Grain & Feed Dealers' National Ass'n, under date of April 27, 1940: "I am disappointed in not getting more than 1/2c per bushel per year to cover insurance, turning and fumigating corn. There is no agency that will insure grain in the average country elevator against fire and windstorm for less than \$1.50 per \$100 value, equal to 9/10c per bushel per year on 60c corn, and under the terms of this contract we must turn the corn at least once and probably twice, which is acknowledged to cost 1/4c per bushel per turn, and if we are required to fumigate, the cost of satisfactory fumigants will run 1/4c to 1/2c per bushel, making the minimum cost under this head of 1.15c per bushel, and it would seem to me that the allowance of 1/2c per bushel for this necessary and obligatory service which allows no profit and cannot be rendered for less than 1.15c per bushel is perfectly asinine."

Ohio Grain Dealers Meet for 61st Time

Well started on its second half century, the Ohio Grain, Mill & Feed Dealers Ass'n, shows increasing life, and an undiminished ardor for worthwhile accomplishments, as was manifested during its 61st annual meeting held in Columbus, June 17 and 18.

Each of the sessions was well attended, and never before in the history of the ass'n has there been such a large number of attractive exhibits of supplies and equipment.

PRES. H. R. WOOLEY, Pickerington, called the convention to order, and presented George North, Groveport, who invoked divine guidance.

In his annual address Pres. Wooley reviewed many of the problems confronting the trade, and gave sound advice on puzzling problems as follows:

President Wooley's Address

ORGANIZED EFFORT.—I feel certain every time we all knock off work for two days, rub elbows with each other, exchange opinions, find out more about what the other fellow is doing, we go home resolving to work just a little harder; try some of the other fellows practices which seem to be good; and with a resolve to be just a little better neighbor to your competitors.

There is positively no way in which fair and equal laws may be enacted and unfair bills may be blocked, except by organized groups having paid officials to be ever on the lookout for bills that are just plain absurd that may be introduced by some amateur member of our official governing body.

How long do you think it would have taken an individual and how much money to have corrected the manlift ruling, or the 1917 ruling on income tax which was just plain ruinous confiscation.

GOVERNMENT BURDENS.—Since our apparent adoption of the trial and error system of governmental administration of public affairs, gentlemen, you have to be good if you remain the pole horse.

It has not been so long ago that we had a 5c government, 5c for tax; 30c for re-investment in insurance, securities or luxuries; 65c for living needs. Today we have a 30c government; 65c for living; 5c for investment. We have two bureaus in the Department of Agriculture; one telling the farmers why they should raise smaller crops and one which tells them how to raise bigger ones.

There are very few country points today that are not paying from \$1,000 up in taxes on real estate, book accounts, social security, unemployment, note interest, industrial insurance, gasoline tax, sales tax, oil tax, and other taxes.

BUSINESS METHODS.—Set a fair price on your product and get it. Prices are like pants . . . you have to keep them up to be respectable.

Don't do business on the theory that regardless of profit you took it away from the other fellow. You both lose. Anyone can sell real bargains.

The highest form of salesmanship is nothing but service.

Don't overbid yourself. Set a fair price when you bid on grain and stay with it. Remember the farmer has no idea how much you will or can pay if you raise your bid when you find he will not sell. Post your prices right in the open daily and if you happen to be absent at the time of 'phone inquiries any employee can and should be allowed to give the information which, after all, should be your best price to any and all.

Watch your credits. Liquor may improve with age, but not accounts.

We have a credit bureau in Fairfield County, no membership required. The cost for verbal or telephone information is 25c per inquiry. If a written report is required a charge of \$1.00 is made in addition to 'phone calls, long distance included, if necessary. I have used this and usually found them prompt and well worth the cost. Select some good, reliable collecting company, likely to stay in business, and turn your uncollectable accounts over to them before it is too late.

Information on habitual deadbeats could very easily be given to every dealer in the county by selecting some point where office help is employed and a very small assessment per member would easily finance it.

FUTURE OF ELEVATOR OPERATOR.—There has been much talk among country operators for the last two years regarding the

fate of many of the country grain shippers. Much of the blame has been laid at our government's door. I am not at all in sympathy with the idea of paying anyone not to produce. Up North we pay farmers not to grow corn and wheat. Then, we allow him credit to sow lime so he can grow more corn and wheat as well as more clover.

HELPING THE FARMER.—Down South we pay the farmer not to grow cotton, which is the equivalent of paying him to grow corn. Most of you seem to feel this is a mistake and I agree with you. It is just a tail-chasing scheme and eventually will lead to nothing but disappointment.

However, many of you own farms. How many of you have accepted money for not farming on the theory that you have to pay for it anyway and might as well take it? I fail to see how anyone can criticize any project and at the same time go with it.

South America is offering cottonseed meal several dollars under southern meal prices. This hurts the south. North Carolina was good for 175 million dollars of northern crops a few years ago. Now it is a surplus corn producing state.

Georgia is also raising corn in volume. What will be the result if the corn producing area is unable to raise more than 1½ billion bushels of corn and market it on foot or as grain? Our export trade is getting less and less.

If something must be done to help the farmer, it certainly should be done in such a way that he would be able to maintain production until at least every man, woman, and child in this country had all they needed to eat.

There are many in both parties today who are real executives who could likely correct some of the abuses that, uncurbed, will eventually lead to trouble . . . if we could just forget politics and support them. The Federal Farm Board was a blunder and I for one was foolish enough to think that this one experiment would cure America along that line.

SECY W. W. CUMMINGS, Columbus, in his report which follows gives a good account of his stewardship.

Secretary Cumming's Report

Association accomplishments were adequately described in an article recently published by P. C. Gott of the United States Chamber of Commerce. He says, "Business has long maintained trade associations as a means of carrying on important functions in the interest of business and the public. The efficiency of management has been furthered, the extension of markets promoted, the establishment of fair competition advanced, and the rights of industry upheld through the proper operation of trade association representatives.

"The benefits which have accrued from such cooperative work have been due in part to the flexibility, the voluntary character, and the freedom from special forms of governmental control of trade associations. Such conditions should be preserved in order that trade associations may continue to extend their usefulness to their fields of business enterprise and to the public."

DEATH visited our ranks the past year, taking three of our active members and associates. On Dec. 17th, Mr. E. I. Bailey, of the Bailey-Cain Co., Cleveland, passed to the Great Beyond. On April 16th, Grover C. Cline, a former director, and at the time of his death manager of the Ashville Grain Co., passed away. On April 19th, Geo. D. Woodman, one of our directors and manager of the cash grain department of the Norris Grain Co., Toledo, passed on. Besides these three, three other very close friends of the association also died. Mr. E. G. Kibertz, Secretary of the Grain & Feed Dealers National Ass'n, St. Louis, Mo., Mr. R. S. (Dick) Sheldon of the Mennel Milling Co., Toledo, and Mr. Fred Pond, Secretary of the Buffalo Corn Exchange. All of these men were widely known in the grain trade and are going to be greatly missed by many of us.

MEETINGS: During the past year your Secretary has attended six group meetings, all of them having an attendance of over 75. He also attended the Indiana Grain Dealers Ass'n annual convention in Indianapolis on Jan. 29-30. The Ohio Farmer Grain Dealers Ass'n 25th anniversary meeting in Toledo on Feb. 21-22, and on March 16th a hearing, held in Chicago, with the Washington officials of the three Agricultural Agencies of the U. S. Department of Agriculture, on the Federal Storage and handling charges to be allowed dealers on the coming crop. At this hearing officials of twenty state grain and feed associations and our National Association, representing over 8,000 elevator members were present. This, according to Ray Bowden, is the largest number of member ele-

vators to be represented at any previous meeting.

While some concessions were made and an additional 1½c per bushel for handling and 1c per bushel a year for storage was granted as a result of this hearing, it was not as much as we asked for. Printed forms have been issued by the AAA on the storage and handling charges, but both country and terminal elevator operators are still protesting to Washington on the charges allowed and also against other provisions of the contract.

WHEAT LOANS: On June 6th your officers and several members of the association attended a meeting in Columbus called by the Ohio Conservation Department of the AAA, to enlighten us on the provisions of the wheat loan for the coming year and of several changes that have been made from last year's contract. The most important of these is, that, "loans will be made subject to demand on or before ten months from date of loan." This change has been made to enable the Government to call the loan should the money be needed for defense purposes, etc. The loan price this year will be 1c per bushel higher than last year, but the sealing charge has been raised to 1c per bushel on farm stored grain and ½c per bushel on warehouse stored grain. There will be no preliminary charge of \$3.00 for sealing as applied last year.

NEW MEMBERS: Our Association secured 17 new members during the past year due to the efforts of the following members: Mr. Everett Early secured three members; Mr. H. R. Wooley and Mr. H. E. Frederick each secured two members and Mr. E. A. Fitzgerald and Mr. E. L. Alton each secured one. The Secretary secured the other eight.

Your Secretary would urge that more group meetings be held to help increase the interest in association activities by non-members. Your officers cannot force you to hold or attend the group meetings, but they are more than willing to arrange them for you and do everything possible to make them a success.

DOM J. SCHUH, sec'y Cincinnati Board of Trade, explained the functions of the newly organized Institute for Fair Competition. He said: The Institute was formed in Louisville, Ky., June 12. It will function in the interest of receivers and shippers of grain, grain products, manufactured feed and feed ingredients. The movement to establish the Institute was inspired by the present unfair competitive conditions which exist because of unregulated and unfair water transportation and other conditions. The objectives of the Institute are: rail movement of freight traffic; the general welfare of its subscribers. The Institute will support the following policies: Discouragement of and opposition to any form of freight transportation subsidy, as well as operation by federal or state governments; the requirements of each mode of transportation, water, motor truck and railroad, shall be obliged to fully maintain itself; dissemination of educational information and aggressive action in harmony with these objectives; assist existing organizations and procure their co-operation in accomplishment of the objectives of this Institute. We invite each ass'n in the grain and allied trades to assist the Institute in procuring members; forming local units (in Congressional districts); conducting local and sectional meetings; gathering information for and transmission of the same to headquarters.

Monday Afternoon Session

DR. R. M. BETHKE, Ohio Agricultural Station, repeated the talk he gave before the American Feed Mfrs. Ass'n on "What Constitutes Quality in Feeds." This address was published on page 557 of June 28, 1939, Grain & Feed Journals. In closing his address Dr. Bethke issued a warning to the handlers of feed. He said: Poor housekeeping will drive business away from your plant. Customers like to see a clean place, and want feed that came out of a clean orderly show room. Farmers I have talked to complain about the use of old dirty bags. They have become disease conscious, and have no desire to carry to their flocks and animals a disease which will destroy them. If you have been negligent you had better set your house in order. If you don't you will lose those customers, and there are many of them, who have scruples against buying feed from an unclean place. Feeders have complained to me about the "rooking"

they have gotten when purchasing alfalfa meal. They ask for pay for and expect to get first grade alfalfa leaf meal. What they get is mostly straw. Cod liver oil is another thing we hear about. A feeder brings in feed to which he wants codliver oil added. There is either not enough added, or straight oil is added in place of 400d. This causes a vitamin D deficiency. These are just a few of the things we hear about, and I am passing them on to you in the hope that you, if you are practicing any of them, will correct the evil, otherwise you will have a deplorable decrease in the number of satisfied customers.

ALBERT KRUEGER, Millers Nat'l Federation, Washington, D. C., read a paper on The Picture in Washington from which the following is taken:

The advisory Commission expects to utilize the existing facilities of the Department of Agriculture and will not create an office for food matters. It will look to the Department of Agriculture for all information concerning food conditions and food needs. In this connection it is expected that the Agricultural Advisory Council will cooperate with the government in the entire food field from production to distribution. There will, therefore, be no food administrator as such, no grain corporation or anything of that character as was set up during the last war.

The Army and Navy Munitions Board for a long period of time has been working on an Industrial Mobilization Plan which is designed for the effective and equitable utilization of the industrial resources of this country in time of war. The final plan must receive the approval of Congress and is intended to apply only for the duration of a war.

We have just been informed that the Munitions Board is planning to make a survey of the food industries for the purpose of developing a plan of organization for these groups to be used in time of war, as they have done during the past in the industries primarily concerned with furnishing war materials.

It is contemplated to organize a committee to cover wheat, corn, and rye. It would include the elements engaged in the production of these grains, the commercial factors engaged in the handling of raw materials and bringing them to the manufacturing and processing plants. The committee would also include the mills and manufacturing plants engaged in the production of flour, meal and animal feedstuffs. While the board plans to work through the trade associations in these various fields, key men in each industry will be named upon whom the board will call for advice and counsel.

Some of the questions to be considered would be the adequacy of grain supplies in relation to consumptive needs; whether or not the production plant should be adjusted and how this can best be done through the machinery available in the Department of Agriculture; the maintenance of a sufficient inventory and its proper location; distribution and the best methods of assuring adequate and continuing supplies of raw materials to the manufacturing plants; the mobilization of the manufacturing and processing plants in relation to supplies needed for the armed forces, for relief at home and abroad and for the regular consumptive requirements of the civilian population.

All of this is probably not going to happen tomorrow or next week, but with the present trend in events it is not at all unlikely that such a committee will be called together at a fairly early date to consider the emergency situation.

Another matter of interest is likely to develop rather rapidly in the near future. The need for food supplies for refugees in Europe is becoming more acute as the war develops. Unquestionably, the Red Cross will be called upon to expand its relief program to considerable proportions. Unfortunately, the sources of private funds upon which the Red Cross has always depended will not develop the amount of money needed in the time it is required, therefore the government will make large sums of money available to the Red Cross for this purpose as a starter. The President requested Congress to appropriate fifty million dollars for this purpose which was speedily approved.

EARL JONES, Wooster Agricultural Station, gave many interesting facts in his talk on Improvement in Fertilizers.

VICE-PRES. L. G. BRADSTOCK, Wellington, was in chair for the discussion of that long important subject: The Country Shipper vs. The Terminal Grain Receiver.

GEORGE FORRESTER, Toledo, in presenting the case of the terminal receiver said: The country shipper should make an invoice on every car shipped. The contract price should be put on every invoice. This is not so important during a light movement, but highly important during a heavy movement. The shipper should remember he pays for the dead weight when he orders a 60 cap. car, gets and loads an 80 cap. car. If the shipper wants a federal appeal, if the car does not grade as he expects, this should be noted on the invoice. Another thing which causes misunderstanding is the loading, separately, of two bins of grain. One bin is good quality and the other is not so good. Instead of blending these as they are being loaded so as to get an even mixture and a grade on the average they are loaded separately. Such a shipment is graded on the poorest quality. I am not trying to be critical, but merely pointing out some of the things which, if corrected, would make our relations more harmonious.

ELTON KILE, Kileville, took the stand for the country shipper, saying: This is an opportunity we have long sought. I did not know there were so many things we were doing wrong. I must say, however, there is much improvement over what conditions used to be. I believe a good rule for the terminal receiver to follow is when a car does not grade to advise the shipper at once. We have many times received returns and learn for the first time the car did not grade. We should be given the opportunity of a federal appeal. Now about closer splitting of the discount especially on close grades. We believe it should be split to a quarter. We are compelled to pay farmers more than grain is worth in order to hold the business, and this quarter cent split in the discount would be of great help to us.

Further emphasis was placed on the remarks of Forrester and Kile by Frank Smith, Buffalo, and Everett Early, Lytle.

Tuesday Morning Session

STANLEY LEYBOURNE, Ohio D. of A. and associates, with the aid of charts and stere-

optician slides, gave a thorough explanation of the Inspection of Feed Formulas.

VITAMINS ON PARADE, the Allied Mills technicolor moving picture was shown, preceded and followed by a talk by Dr. Cliff Carpenter.

RAY B. BOWDEN, exec. vice-pres. Grain & Feed Dealers Nat'l Ass'n, explained the uniform storage contract, and gave a review of the happenings in Washington as they affect the grain trade.

MR. KILE read the following resolutions which were adopted:

Resolutions Adopted

ENDORSE INSTITUTE FOR FAIR COMPETITION

WHEREAS, the objectives of the Institute for Fair Competition, which has been formed in the interest of receivers and shippers of Grain, Grain Products, Manufactured Feed and Feed Ingredients, are worthy of support by all who are adversely affected by the competition of and unfair trading conditions imposed by subsidized and tax-supported agencies; and

WHEREAS, the activities of the said Institute concern specific subjects and sectional problems, as well as matters of general interest to all of its subscribers; and

WHEREAS, the Institute will assist our association in the accomplishment of its objectives, therefore, be it

RESOLVED, that the Ohio Grain Mill & Feed Dealers Ass'n endorses the Institute for Fair Competition; and be it further

RESOLVED, that this Ass'n encourage its members to subscribe to and support the activities of the said Institute.

ASK FAIR TREATMENT BY FEDERAL GOVERNMENT

WHEREAS, the independent grain operators are being placed in an unfavorable position economically by discriminating rules of government agencies with regard to loaning money and the marketing of commodities; be it

RESOLVED, by this Ass'n that we go on record as requesting that the independent operator of country grain elevators be accorded the same treatment and privileges under the law as other firms and corporations in similar lines of business; and be it further

RESOLVED, that the Ohio Grain, Mill & Feed Dealers Ass'n petition the Secretary of Agriculture, various branches of the AAA, and the Commodity Credit Corp. that the rights and privileges of the independent operator have the same fair consideration as any other competitive group.

VICE-PRES. BRADSTOCK read the report of the auditing committee which was approved.

JOHN H. MOTZ, Brice, for the nominating committee, presented the following, all of whom were elected without opposition: President, L. G. Bradstock, Wellington; 1st Vice Pres., Elton Kile, Kileville; 2nd Vice Pres., H. E. Frederick, Marysville; Sec'y-Treas., W. W. Cummings, Columbus.

Governing Board: Chairman—H. R. Wooley, Pickerington; G. E. O'Brien, Greenville; F. E. Watkins, Cleveland; L. R. Watts, London; E. A. Fitzgerald, Cincinnati; H. W. Applegate, Toledo; L. A. Gilliland, Van Wert.

PRES-ELECT BRADSTOCK thanked the members and asked for their close co-operation. Adjourned *sine die*.

The Columbus Banquet

The large banquet hall of the Neil House was filled to capacity, and with the assistance of Dr. Cliff Carpenter the diners sang many songs. G. E. (Boots) O'Brien, Greenville, toastmaster, presented the celebrities present. Following the banquet exciting and mystifying entertainment was provided by Prof. Paul Fleming and Company, experts extraordinary in the arts of "fooling the public."

Buckeye Convention Notes

Registration was handled by the Mill Mutuals representatives: J. W. Huntington, Ross Castle, G. N. Arnold, W. J. Bentz, J. G. Svehla, and Hazel Clutter.

Association representatives present included: Fred K. Sale, Indiana Grain Dealers Ass'n; Charles Latchaw, sec'y Ohio Farmers Grain Dealers Ass'n; Walter Berger, vice-chairman.

[Concluded on page 539]



L. to R.: L. G. Bradstock, Wellington, pres.; Elton Kile, Kileville, 1st vice-pres.; H. E. Frederick, Marysville, 2nd vice-pres.; W. W. Cummings, Columbus, sec'y-treas.

Members of Indiana Ass'n Swim at Wawasee

Cold, rainy weather again welcomed the Indiana Grain Dealers Ass'n to Lake Wawasee for its mid-summer meeting, but notwithstanding the wind, the downpours and the low temperatures 200 grain dealers and their families crowded Hotel Sargent to capacity, and refused to permit the weather to spoil their holiday lark.

PRES. WALTER R. BECK, Shelbyville, started first session by leading the growing audience in the singing of popular airs.

After the invocation Pres. Beck welcomed the visitors and members and introduced Ray B. Bowden, Executive V.-Pres. of the Grain & Feed Dealers National Ass'n, who discussed the latest developments in Washington affecting the grain trade. For 500 years you have been living under written laws, which were interpreted by the courts. Today the rulings of the boards, bureaus and commissions are in control.

I doubt if any more changes will be made in the government's grain storage contract this season.

Elevator operators employing fewer than seven employes are not affected by the Wage and Hour law.

The world is going through a wonderful change and I am hoping our form of government will survive. A year from now you will have many more members. Changing conditions will drive men engaged in the same industry into groups for their own protection.

I wish to urge your attendance at the annual meeting of the National Ass'n in Louisville next October.

LEW HILL, Indianapolis, announced arrangements for entertainment and suggested the Indiana dealers go to the Louisville convention in a body and with banners flying.

H. E. FAIRWEATHER, District Supervisor, Bureau of Motor Carriers, Ft. Wayne, in discussing The Itinerant Trucker Problem, said: The trucker who transports grain to the south and comes back empty is not amenable to regulation. If your business is being handicapped by operations of truckers it is your duty to file complaint with one of the district superintendents.

B. I. HOLSER, Walkerton: We have a trucker who has several trucks which will carry 500 bus. to a load. He hauls grain to Chicago for 3 cts. a bushel. Formerly he hauled grain for me at 2½ cts. per bu. He has a sheller and solicits business from farmers.

The railroads are losing much business to the truckers, but they do not seem disposed to reduce freight rates, the only way to meet this competition.

SECY FRED SALE, Indianapolis: We have an organization of the secretaries of state ass'ns of men engaged in different lines of trade and business. We meet frequently and I hope soon to present a plan for the regulation of truckers that will reduce their activities and win the approval of all elevator operators.

WILSON M. CROSS, South Bend, in discussing Better Contact with the Public, said: Your records of past business are necessary, your advertising tells of the quality of your goods and your service, but the attention your employes give the prospective customers who venture into your place of business promotes future business. The formal recognition of the importance of the work performed by each member of your organization encourages every worker to greater vigilance in promoting the business.

The best way for you to get this sales service is through the Sec'y of your Ass'n. On your application field coordinators of the State Educational Dept. will go into your neighborhood and organize classes for the more efficient promotion of business.

The interesting address of Mr. Cross is quoted more fully in our Feedstuffs dept.

CLAY SYLER, North Manchester: The purpose of displaying our merchandise is to increase our sales. Have your buildings cleaned and painted. A sign helps to attract customers. If our leaders are displayed in the office, customers are often interested in their purchase.

VAWTER, IRWIN, Madison: We have a combination feed store and chicks down on the river. We built an elevator several years ago. Our color scheme inside and out is orange and black which helps to give individuality to the plant.

We display our goods on the sidewalk as well as inside and we keep our storeroom clean.

We post the prices of about 60 items and all our sales force quote the same price. We consider our displays as silent salesmen and keep them clean and orderly.

C. T. WILSON, Sulphur Springs: Too many merchandisers seem disposed to keep the goods handled hidden. If you have feed for sale tell your visitors of its merits and exhibit it prominently and attractively.

G. W. HUBBARD, Monrovia: Weighing truckers' loads for 10 cts. a load is unprofitable. Only recently a trucker with a load of gravel protested because I asked 15 cts. for weighing. He insisted he could have the load weighed anywhere for 10 cts. and I am sorry to say he can, but not over my scales.

CLAUDE BARNES, Winchester: We put in a large modern scale and advanced our price for weighing to 15 cts. Our competitor finally had a scale repair bill of \$150.00 and he advanced the price to 15 cts.

Later we installed a larger scale and advanced our price to 25 cts. and now we charge truckers \$1.00 a load. The large scales and the maintenance is expensive. Our time is worth more than 10 cts. We charge 50 cts. for weighing coal. Your scales are your property and you can charge what you wish for weighing.

D. J. SCHUH, Cincinnati, told of the organization of the Institute of Fair Competition at Louisville, Ky., June 13, the movement being inspired by the present unfair competitive conditions which exist because of unregulated and unfair water transportation. The Institute will oppose any form of freight transportation subsidy as well as operation by Federal or State governments.

MONDAY AFTERNOON was given over to golf, games and contests.

The Wawasee Banquet

The annual banquet was held in the Sargent dining room where the delegates enjoyed an unusually good chicken dinner.

Walter R. Beck acted as toastmaster. Lew Hill, chairman of the entertainment committee spoke briefly, and Chairman Howard Mutz of the golf committee announced the following prizes:

Golf Prize Winners

Golf Bag, No. 44, Howard H. Mutz, Edinburg (90).

Zipper Bags, No. 45, Bill Kerlin, Delphi (88).

6 Golf Ball, No. 46, M. F. Gilgrist, Peru (93).

Esquire Pipe, No. 23, R. C. Hegerfeld, Fort Wayne (100).

Travel Clock, No. 21, Alva Stout, Plymouth (101).

You & Me "Hi" Ball Set, No. 9, L. J. Schuster, Toledo (107).

Kit Case—Travel, No. 47, A. E. Schultz, Toledo (96).

Badminton Set, No. 28, D. E. Merrick, Dunbridge, O. (107).

Rain Jacket, No. 48, R. R. Stigler, Indianapolis (100).

Spray—Garden, No. 49, D. L. Norby, Toledo (98).

Spigot Jug, No. 6, Ed Bash, Fort Wayne (101).
Sport Jacket, No. 31, Paul Strock, Hudson (104).

6 Golf Balls, No. 50, C. W. Sparks, Plymouth (96).

Set 6 Decks Congress Playing Cards, No. 51, S. J. Alexander, Crawfordsville (95).

Set 8 Cocktail Glasses, No. 8, Geo. Barrett, Chicago (91).

The 32 contestants contributed a quarter each to a blind bogey fund which was divided between three players: H. M. Hollingsworth, \$4.00; Paul Strock, Hudson, \$2.50, and R. R. Stigler, \$1.50.

H. M. McDougal of Glenwood won the booby prize, an emergency kit, with a score of 166.

All the golfers won a soaking without getting in the lake.

DR. CHARLES COPELAND SMITH, speaker of the evening, gave a stirring address on "Freedom—Our American Dynamic" and won the enthusiastic approval of his audience.

Tuesday Morning Session

PRESIDENT BECK with his usual pep led the early arrivals in singing America which served to call those basking in the bright sunshine into the convention hall.

S. R. MILES, Associate in Agronomy, Purdue University, in telling of Dent Hybrid Corn, said for centuries all corn had been open pollinated corn. Each ear of corn is both male and female and altho much improvement had been effected in some varieties the greatest improvement came with the development of hybrid corn.

Some hybrids yield more than open pollinated corn; some less. No corn from fields of hybrid should be used as seed. The results are generally disappointing.

Good hybrid seed can be depended upon to give larger yields and freedom from lodging. We have many varieties of hybrids, but no section can expect satisfactory results from each variety.

In northern Indiana our tests with early hybrids on muck soil gave a yield of 8 bus. more per acre. The tests with the same early hybrids in the Lafayette section yielded 4 bus. and the further south we went the lower was the yield. In Rush county on loam soil, the yield from our early hybrid was 7 bus. less than from open pollinated corn.

The feeding value of hybrid does not vary much from open pollinated corn.

New hybrid seed is greatly to be preferred to old seed. Germination of hybrid seed is as a rule high.

Honesty in growers of hybrids is most important to dealers and growers.

The agronomy departments of the experiment stations are attempting to develop white hybrids and expect to have desirable varieties in a few years.

In ordering hybrid seed be careful to give the letter as well as the number of the hybrid wanted.

DON F. STIVER, Supt. of the Indiana State Police, in discussing check forger protection said Wisconsin is now the only state not having a state police force. Our Indiana Police Board is composed of two Republicans and two Democrats. Our force employs over 300. We have charge of traffic regulations enforcement as well as criminal laws.

All new employes must be high school graduates, at least 5 ft. 8 inches tall and weighing at least 150 lbs. Our system of radio communication covers the state with information regarding crimes that results in quick apprehension of the offenders.

Finger print records, the lie detector and the drunkometer enable us to detect and arrest many guilty criminals.

We have 25 plain clothes investigators who are doing most effective work. Our scientific equipment is most complete.

Indiana merchants lose millions each year to check forgers. Cooperating with several Indiana business organizations including your own we have developed a plan for protecting you against forgers. Whenever you cash a check for a stranger insist upon his placing a print

of his index finger on the check. If he hesitates to comply with your request better refuse to cash the check. You can obtain a convenient finger inking set from your Secretary for \$1.50.

ROY L. MOSSBURG, Warren: In discussing How Far Should We Extend Farm Credit said, You can grant farm credit as long as you have some cash left. Last year 67% of the sales were made on credit. Credit will increase your sales; it may increase your profit; it can also force you into bankruptcy.

If you want to save yourself from worry and loss avoid investing more than 10% of your sales in book accounts.

Charge accounts promote buying by all members of the family and make future customers of the children. When I get an application for credit I make a record of the man, what he owes others, is he a tenant, how much credit does he want now and what is the maximum credit he will want.

When a debtor fails to pay as promised we call him on the phone, and next we write and bill him or drive out and interview him. Sometimes we call on our debtor the night he is having a card party. He is much disturbed by our appeal for payments, so he comes down the next morning and pays the bill.

When a farmer owes you an old bill he does his buying elsewhere. After he pays the bill he comes in frequently.

FRANK PYLE, Van Buren: Few of us compute the extra cost of carrying a book full of accounts receivable. No dealer does a credit business without suffering unexpected losses and these should be given serious consideration in determining the margin on which he must operate to come out even.

Efficient collection agencies help to keep down receivables.

A careful survey of book accounts showed that 93% of accounts 31 to 60 days old proved good; 90% of accounts 61 to 90 days old; 63% of accounts 91 to 180 days old; 42% of accounts 180 to 365 days old; 25% of accounts two years old; 17% of accounts 3 years old; 8% of accounts 4 years old, while accounts five years or more old proved to be worthless.

LEE PATRICK, Commodity Loan Supervisor, Indianapolis, replied to 50 questions asked by L. A. Garner of Lawrenceburg. This interview and replies to many other interrogations will appear in a later number.

O. L. BARR, Bicknell, chairman of the com'te on equitable fees for public weighing, recommended the following minimum charges:

Wagon loads, 10c; local trucks up to 2 ton net, 15c; local trucks 2 to 3 tons net, 20c; local trucks 3 to 5 tons net, 25c; local trucks 5 ton or over, 50c; professional truckers up to 5 ton, 50c; professional truckers 5 ton and over, \$1.00; coal truckers per ton net 50c.

The thunderstorm subsided so the dealers could go to the hotel without getting soaked and the convention adjourned.

Drops from Lake Wawasee

DOM J. SCHUH came from Cincinnati.

FRANK ROSEKRANS brought the family.

ILLINOIS sent H. J. Sterrenberg, Crescent City.

H. H. Richardson was the sole representative from Buffalo.

GEO. BARRETT and H. F. Watkins settled meat scrap prices.

SAM RICE, JR., mystified brother George with his feats of magic.

BOB CRAWFORD distributed oyster shell cigars at the banquet.

CARL BERGER and L. A. Windle represented Sidney Grain Mch. Co.

A. E. LIEF and H. W. Marsh of Grain Dealers Mutual Insurance Co. were on hand.

OHIO: C. D. Feller, Defiance; R. W. and H. F. Dachsteiner, Bryan; H. D. Egly, Painesville, and G. J. Forrester, Van Wert.

CHICAGO sent Wm. Tucker, Lamson Bros. & Co.; G. W. Altorfer, D. J. Bunnell, Steve Hercek, D. W. Jones, and A. J. Pollak.

FROM TOLEDO came H. W. Applegate, Paul M. Barnes, W. A. Boardman, John Luscombe, D. L. Norby, Sam A. Rice, A. E. Schultz, and L. J. Schuster.

O. P. LARIMORE was again on hand after a long illness and was presented a book, autographed by all the dealers present, expressing their best wishes.

INDIANAPOLIS sent Frank Arn, H. D. Burge, Robt. W. and Walter C. Garten, Willard E. Hart, Lew Hill, O. P. Larimore, Chas. McEwan, Claude M. Record and Ed. K. Shepperd.

BESIDES the 19 valuable golf prizes which lured the pill chasers out in the storm, 31 other handsome prizes were awarded to horseshoe pitchers, high jumpers, quick thinkers and other contestants so nearly every auto carried home a pleasing prize of the outing.

INDIANA dealers included: Ed Bash, H. E. Cooper, C. G. Egly, R. C. Higginfeld, Sam Kraus, Earl McCoy, M. F. Neiswander, C. V. Smith, O. W. Seibert, and Louis Wolf, Ft. Wayne; Sim Burk, Cliff Steiner and George Thomas, Decatur; J. H. Caldwell, Jr., G. H. Schooler, and A. D. Thomas, Marion; A. D. and J. M. Croxall, Joe Binford and J. S. McDonald, New Albany; J. L. Blish, Seymour; Ernie Boldt, Waynetown; T. H. Beeson, H. C. Myers and G. R. Straub, Crawfordsville; H. F. Bahler, Remington; C. R. Bahler, Galveston; Russ Bailey and Dorwin Cox, Nappanee; H. S. Brewer and G. H. Dunn, Kentland; O. L. Barr, Bicknell; D. W. Burres, Bill Haug and Claud Barnes, Winchester; Fred Bowlby, Bremen; Orville Badertscher, Bluffton; Mrs. Effie B. Cook, Union Mills; M. D. Campbell, Bunker Hill; R. D. Clapp, Alvina Greer and G. B. Larrison, Columbia City; Lester DePay, Lincoln; F. A. Dahl and H. G. Tyler, Lowell; Everett Dunn, Syracuse; Merv Davis, Windfall; Herb Edwards and Chas. Maddox, Oxford; Adam Egly, Geneva; J. E. Francis, Battle Ground; Walter Fogel, LaPaz; L. A. Garner, Lawrenceburg; W. A. Gray, Kirkpatrick; L. E. Greenwood, Rensselaer; J. W. Hubbard, Monrovia; J. R. Holland, Frankton; B. I. Holser, Walkerton; O. E. Hull and Walter Penrod, So. Whitley; Vawter Irwin, D. H. Jackson, Ed Stone and J. S. Thrush, Wabash; L. H. Jones, Stone Bluff; W. S. Kerlin, Delphi; R. W. Lockwood, Keystone; L. E. Lake, Colfax; H. W. Layer, Wakarusa; H. H. Mutz, Edinburg; E. D. Miller, Middlebury; D. E. Merrick, Dunbridge; C. H. Neff, and Roy Smith, New Paris; W. W. Pearson, Reynolds; O. E. Powell, Raub; G. A. Pritchard, Fortville; C. C. Parlon, Lafayette; Harley Quackenbush, Yoder; K. R. Applegate, Winamac; K. M. Snyder, Upland; Glen Gartin, Sims; A. V. Stout, C. W. Sparks and Tom Syler, Plymouth; C. W. Shuman, Logansport; Clay and Myron Syler, No. Manchester; Victor Stuckey, Berne; Carl and Paul Strook, Hudson; Harold Unger, Kempton; Ray White, Eaton; G. W. Woodward, Tocsin; J. R. White, Shidele; C. T. Wilson, Sulphur Springs; Joe E. White, Montpelier and J. F. Witte, Hoagland; Don Jenkins, Noblesville; Frank Pyle, Van Buren; Roy L. Mossburg, Warren; Frank Myers, Crown Point.

Ohio Grain Dealers Meet

[Continued from page 537]

feed division, Western Grain & Feed Dealers Ass'n; D. K. Steenbergh, sec'y Central Retail Feed Ass'n.

Grain exchanges were represented by: Dom J. Schuh, sec'y Cincinnati Board of Trade; A. E. Schultz, sec'y and Wm. P. White, Toledo Board of Trade.

G. E. Gaston, Buckhannon, W. Va., and W. H. Pickard, Petersburg, Mich., were on hand renewing acquaintances.

Fairbanks, Morse & Co. representatives were: C. G. Gehringer, W. V. Kreps, C. H. Myers.

W. W. Irwin represented Richardson Scale Co.

Bob Crawford passed out Oyster Shell cigars and a radio.

Ample entertainment was provided the many visiting ladies and they joined their men folks at the banquet Monday night.

EXHIBITS

Carl Berger was in charge of the Sidney Grain Machinery Co. exhibit which included elevator buckets, scales, scoop.

Seed Trade Reporting Bureau testing apparatus was exhibited by R. P. Reid and L. J. Dill Grain Co.

Cummings & McAllister exhibited the Harry B. Olson line of grain testing equipment and a Shafer Moisture Tester.

O'Brien Milling Co.; J. E. Eshelman & Sons; Kasco Mills; Old Fort Mills; Ralston-Purina Co.; Allied Mills; Scott Mills; The Shores Co.; A. E. Staley Mfg. Co., and Urbana Mills exhibited feeds, flour, soybean meal, feed ingredients, etc.

Schutte Pulverizer Co. exhibited a hammer mill. The exhibit was in charge of C. H. Schutte, A. H. and H. B. Powell.

Other exhibitors were: E. G. Buchsieb, Inc.; F. J. Bick & Son; Davison Chemical Corp.; Dawes Vitamelk Co.; Max Katz Bag Co.; Morton Salt Co.; The Nitragin Co.; Pronto Products

Co.; Raleigh Smokeless Fuel Co.; Springfield Electric Motor Co.

In Attendance at Columbus

TOLEDO: D. L. Norby Cargill, Inc.; H. W. Applegate; P. M. Barnes; W. A. Boardman; M. H. Faulring; G. R. Forrester; Chas. Keilholtz and J. H. Moore.

CINCINNATI: E. A. Fitzgerald, J. M. Berry, R. T. Creekmore, Ed and Bert Terrill.

CLEVELAND: F. E. Watkins.

BUFFALO: G. B. Wood, Wood Grain Corp.; F. E. Haller, American Elev. & Grain; C. B. Weydman, Eastern Grain Elev. Corp.; F. E. Smith.

MINNEAPOLIS: W. S. Leary.

OHIO dealers present were: J. F. Ackerman, Lima; A. C. Adams, Urbana; E. L. Allton, St. Paris; C. C. Armstrong, Circleville; O. B. Armstrong, Osborn; F. M. and H. L. Beard, Enon; G. B. Bochar, Williamsport; E. E. Borrer, Ashville; Lewis Brandstool, Utica; L. G. Bradstock, Wellington; O. D. Brown, Springfield; R. H. Brundige, Kingston; C. E. Burnworth, Bremen; J. V. Burton, Frankfort; J. H. Caldwell, Jr., R. C. Cannelage, Ft. Jennings; W. H. Clay, Quincy; O. J. Chamberlain, North Lewisburg; Frank Colville, Utica; Wade Cook, Mt. Sterling; R. E. Crone, Osborn; R. W. Dachtsteiner, Bryan; L. W. J. P., W. C. and R. B. Dewey, Blanchester; L. S. Denman, Urbana; Ferd Detjen, Wapakoneta; W. Dierksheide, Kenton; E. L. Diller, Bluffton; K. F. Killon, Bellevue; Everett Early, Waynesville; W. H. Egbert, Kettlersville; A. P. Eier, Nevada; C. R. Essex, Payne; H. C. Everhart, Mechanicsburg.

J. D. Fayon, Tipp City; Joe Fedders, Franklin; C. D. Forney, Dayton; H. E. Frederick, Marysville; A. H. Fuller, Spencer; A. L. Garman, Delphos; L. G. Gilliland, Van Wert; C. W. Graul, Pleasant Corners; Harold Griggs, Basil; G. G. Groves, Millersburg; W. B. H. W. and W. F. Heffner, Circleville; E. H. Heldman, Jenera; W. H. Hearnstein, Chillicothe; V. E. Herter, Dayton; R. C. Hess, Athens; E. M. Hieber, Lykens; E. F. Higgins, Westerville; Alva Hill, Derby; E. F. Hoaglin, Scott; E. G. Hockman, Logan; H. L. W. H. and M. T. Hockman, Canal Winchester; O. E. Hockman, Madison Mills; J. D. Fornby, Newark; H. E. Iams, Dayton; I. M. Jennings, Beaverdam; B. T. Johnson, New Vienna; H. K. Kaelber Cardington; H. R. Kagay, Pleasantville; Fred Keiser, Dayton; Elton Kile, Kileville; Robert Kirkpatrick, Ashville; Max Latham, Plain City; Ray and Thomas Latham, Unionville Center; Walter Latham, Hayden; E. W. Laubis, Heppburn; E. W. Loy, Greenville; Emmett Loy, Pymont; W. O. Loy, Kettlersville; A. B. McDonald, Washington C. H.; R. C. Maurer, Botkins; Bernard Middendorf, Ft. Loramie; M. D. Mizer, Bakersville; E. O. Mohr, Tipp City; C. F. Mondhouk, Lancaster; Dwight Moore, Morral; J. H. Motz, Brice; W. M. Myers, Lockbourne; G. M. North, Groveport; G. E. O'Brien, Greenville; A. J. Odenweller, Ottoville; V. Odenweller, Delphos; C. R. Patterson, Piketon.

A. C. Patzer, Grove City; C. T. Priest, South Charleston; W. M. Pyle, Clarksville; W. H. Rapp, Milledgeville; Harry Reitz, Sidney; Sam Rice and sons, Metamora; Al Ringlein, Lima; S. P. Robertson, Caledonia; R. O. Roeth, Hous-ton; R. E. Royer, Troy; R. E. Rowland, Circleville; C. M. Rudy, Bellevue; Bliss, John and Nelson Russell, Hilliards; A. B. and B. E. Shirm, Lockville; M. C. Schultz, Urbana; H. K. Scott, Marysville; Wilbert Stahly, New Knox-ville; J. F. Sugrue, Springfield; A. E. Tegardin, Mt. Sterling; E. O. Tegardin, Duvall; C. L. Thomas, Chillicothe; E. O. Thomas, North Lewisburg; Wendell Thompson, Cambridge; M. W. Turner, Lancaster; S. L. Warner, Circleville; L. R. Watts, London; G. O. Weimer, Rosewood; Alfred and Ernest Weisheimer, So. Charleston; Carl Wilkinson, Sidney; C. O. Wise, Bellevue; H. R. Wooley, Pickerington; Asa Workman, Mt. Vernon; W. C. Youmans, Plain City; Earl Brockett, Pymont; E. M. Ellis, Urbana; I. R. James, Marion; John Kinney, Utica; L. C. Lindenberg, Marion; Ludwig Oesterle and A. M. Peters, Ashville; Avery Dodge, Marion; C. T. Hartman, Circleville; L. K. Heiby, Green-ville; Thomas Lee, Fostoria; G. H. Merkel, Circleville; O. W. Meyer, Napoleon; Roger Miller and Bob Moore, Yellow Springs; E. P. Short, Lima; Guy Spangler and P. E. Stickley, Urbana; R. F. Taylor, Hilliards; T. M. Valentine, Marion, and W. G. Haug, Winchester.

SEED, FEEDS, FEED INGREDIENTS AND SUPPLY FIRMS were represented by: J. H. Caldwell, Jr., Marion, Ind.; H. D. Egly, Painesville; Dr. Cliff Carpenter and P. R. Langel, Chicago; R. E. Baer, F. S. Griffin, and Geo. Thomas, Decatur, Ill.; C. T. Ater, New York City; A. J. Bellar, Peoria, Ill.; W. C. Berger, Des Moines, Ia.; A. M. Block, Beckley, W. Va.; A. D. Bosley, Morrie and I. H. Katz and H. T. O'Shea, Indianapolis; G. M. Brinker, Hammond, Ind.; W. H. Calland, E. T. Dickey, Ben Focht, C. W. Johnston, W. B. Krueck, C. F. Marsh, Wood Mills and W. A. Seamon, Ft.

Union Equity Adds 2,050,000 Bushels Storage at Enid

Wayne, Ind.; F. J. Crowley, R. W. Griffith, John Potts, Dan Yount and J. F. Wischhusen, Cleveland; Bob Crawford and Roy Francis, St. Louis, Mo.; C. W. Devers, Union City, Ind.; H. H. Edwards, Oxford, Ind.; J. D. Fetzer and W. H. Grubbs, Milwaukee, Wis.; Franklin Finch, Littleton, Colo.; B. J. Funk, W. H. Stottlemeyer and R. S. Thompson, Kentland, Ind.; M. B. Gardner and W. F. Goken, Cedar Rapids, Ia.; J. E. Gibbs, R. K. Howsman and J. F. Stough, Cincinnati; Bill Heckman, Wadsworth; H. A. Jackson, Zanesville; Dan Kressler and W. M. Sloan, Toledo; A. F. Lorenz, Coshocton; Harry McAdams, Boonton, N. J.; M. L. McArthur, Grand Rapids, Mich.; G. E. Martin, Detroit, Mich.; B. E. Rawnsley, Ft. Thomas, Ky.; F. E. Thomas, Akron; R. J. Van Orden, Newark, N. J., and Bill Weaver, Vineland, N. J.

The 50,000,000-bu Purchase of Canadian Wheat

On June 1, Hon. J. A. MacKinnon, Minister of Trade and Commerce, revealed that the Canadian Wheat Board had sold 50 million bushels of wheat to the British Cereals Import Com'te at a price several cents above prices prevailing on the Winnipeg market. A few days later Mr. George McIvor, chairman of the Wheat Board, said that the sale consisted of futures contracts, which presumably leaves the actual exchange of futures for cash wheat to be effected at a later date thru ordinary trade channels.

The transaction represents a new departure in marketing policy on the part of the Canadian Wheat Board. Except for one occasion a few days before the outbreak of war, when a direct sale of something less than 10 million bushels was made to the British government, the Board has hitherto conducted its operations through the Winnipeg exchange, offering wheat for sale on both the cash and futures markets at prices determined in those markets. Until this 50 million bushel deal, the Board, in the words of the Canadian Wheat Board Act, had offered "continuously wheat for sale in the markets of the world through the established channels."

The fact that the Board was able to sell 50 million bushels of wheat to the British buying agency several cents above the prevailing market price does not necessarily mean that the British government paid an unduly high price or that the Board made a particularly advantageous sale. Indeed, the facts may be quite otherwise. All that happened was that the Board chose to fix the price by negotiation rather than through the market. No one is in a position to say how far the market price would have risen had the British buyer gone in to bid for 50 million bushels.—Jas. Richardson & Sons.

Vibic Flour and Vibic Concentrate are new products developed by General Mills to provide in the loaf of bread all the vitamins and minerals present in whole grain.

The Union Equity Cooperative Exchange has erected another 2,050,000 bus. concrete grain storage elevator to bring the total of its storage facilities at Enid, Okla., to 3,300,000 bus. in four units, three of which adjoin one another. This gives Enid over thirteen million bushels of modern fireproof storage.

The new unit, altho set apart from other units by a narrow space, is not a complete elevator in itself. It has no receiving sink, no loading spout, no receiving scale. It is designed to be operated in conjunction with a previously built 750,000 bu. concrete elevator which has a headhouse sufficiently large to serve the huge tanks and bins of the new unit as well as the tanks and bins attached to it.

The new unit consists of a series of 27 tanks, 26 ft. in diameter and 118 ft. high, with 45 inner and outer space bins, setting over a full basement with a minimum of 8 ft. of clearance between bin bottoms and the basement slab. The foundation is 297 ft. 5 inches long by 79 ft. 4 inches wide. The basement is so roomy that it was used last spring for the annual stockholders' meeting of the Union Equity Exchange.

Machinery in the basement consists of two 34-inch rubber covered conveyor belts on Ehrsam conveyor rolls, which return grain from bins and tanks to the boot of the single leg, or to the cross belt that carries it back to the headhouse of the adjacent elevator. Each of these conveyor belts is driven by a 20-h.p. Fairbanks-Morse inclosed motor thru a Falk speed reducer.

A single leg does all the elevating in the new unit. It is encased in steel and concrete at one end of the unit, and its rubber covered belt carries 12x7-inch Calumet buckets staggered on 8-inch centers. This leg is driven by a 100-h.p. Fairbanks-Morse inclosed motor thru a speed reducer and Link-Belt roller chain.

Grain elevated by this leg is spouted to either of two 36-inch rubber covered conveyor belts on Ehrsam rolls in the commodious conveyor gallery over the bins. These belts are driven by 25-h.p. Fairbanks-Morse inclosed motors thru speed reducers, and discharge thru Ehrsam trippers into grate covered openings in bins and tanks.

In the leg well is an Ehrsam employees' continuous belt elevator for quick passage of workmen from the bottom to the top of the unit, or vice versa. The employees' elevator is operated by a 7½-h.p. inclosed motor and is equipped with safety devices.

Grain is transferred to and from the new unit by a 34-inch reversible conveyor belt driven by a 10-h.p. Fairbanks-Morse motor over Ehrsam rolls that follow a tunnel connecting with two legs in the headhouse of the adjacent old elevator. The legs in the adjacent headhouse elevate grain at the rate of 10,000 bus. per hour each. In this main headhouse are two 2,500-bu. hopper scales, for weighing in and out, and other grain handling and conditioning machinery. All grain stored in the new unit must pass first thru the headhouse of the 750,000-bu. unit for weighing and conditioning, and must return thru this headhouse to be loaded out.

All bearings are of the anti-friction type, even including those of the belt conveyors and trippers. The leg has anti-friction boot and headshaft bearings. A specially designed explosion vent leads from the leg to the outside. Complete dust control is being installed.

Electrical power installation is standard thru-out and motors are enclosed, controllers are dust-tight while service equipment and circuit switches and fuses are located in a special fire-resistive control room. Surge protection has been provided.

All lights thruout the plant are in guarded dust-tight fixtures, and light switches are of dust-tight design. In fact, every construction requirement of the Fire Prevention Bureau has been complied with.

The ideas of the owners were incorporated in the new unit by Chalmers & Borton, who designed and built it.

Millers Favor Export Subsidies

Spokane, Wash.—What part the milling industry will play in the preparedness program of the country was discussed by Herman Steen, secretary of the Millers' National federation, and was the high-light address of the Pacific Millers' Ass'n at the Davenport Hotel. Mr. Steen covered a variety of subjects in connection with the industry, dwelling on technical aspects, and said his federation favored a continuance of export subsidies as a measure to reduce wheat surpluses and to retain and build up foreign flour markets. A. M. Scott of Portland was elected president and spoke briefly on milling industry. P. I. Welk, Walla Walla, was chosen vice president; Geo. N. Hayes, Portland, secretary-manager; R. D. Lytle, Portland traffic manager.—F. K. H.



Large glass areas in walls of cupola of Union Equity's annex at Enid, Okla., afford easy expansion
[See outside front cover]

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

CALIFORNIA

Blythe, Cal.—The East Blythe Feed Store carrying feeds and grains, has opened for business, Claude Hess and W. H. Hearne the owners.

Los Angeles, Cal.—The California Milling Corp., 55th and Alameda Sts., has let a contract to Meyers Bros., for construction of a one-story warehouse to contain 37,000 sq. ft. of floor space.

Salisbury, Cal.—The Jones Feed Co., Inc., has been organized, to deal in feeds. Capital stock, 10,000 shares, par value \$10 each; incorporators, E. Melvin Jones, J. Edgar Harvey and Harry H. Cropper.

Solvang, Cal.—Marcos Sanchez & Sons have opened their new feed warehouse, built on the site of the old College Hotel. A state approved public scale has been installed. The building itself is fireproof and rat-proof thruout.

Newman, Cal.—The Simon Newman Co. has leased the Joseph Warehouse together with all its machinery and equipment and will handle there its milling of grains other than rolling of barley, mixing, and other operations necessary to the feed business.

Turlock, Cal.—The Grange Co. has moved to its new location at South Front and Marshall Sts. The new plant includes two warehouses, two fumigating plants, two bean cleaners, a garage and an office building, construction of the latter just completed. Chris Weilburg is manager of the local branch.

Lodi, Cal.—W. J. Robinson, Jr., owner of the feed and fuel business bearing his name, has purchased the old Pioneer fruit shed which he will use for storage. He operates grain and bean cleaning equipment and mixing machinery in addition to handling a line of farm implements and carrying on a feed, fuel and storage business.

Los Angeles, Cal.—The Los Angeles Grain Exchange at its annual meeting elected the following officers for the ensuing year: O. H. Blasingham, manager of the Sunset Milling & Grain Co., president; H. W. Amelung, vice-pres.; directors re-elected, John R. Garvey, Charles H. Bates, Herbert V. Nootbaar, Frank E. Deven-dorf and Gail McDowell.

Walnut Grove, Cal.—Rio Farms of Ryer and Prospect Islands, near here, a ranch of 5,500 acres of land about half of which is used for grain production, is building a 50,000-sack capacity elevator which will serve their own and neighboring needs as well. It is to be a public warehouse under the name Inland Elevators. Driers will be installed for milo and yellow corn, which may be stored in bulk. Barley and other grains will be handled. The storage consists of 8 cribs, 20x20 ft. square and 32 ft. high. A pneumatic hoist will be installed also. The elevator is located on water and deliveries can be made to all Bay points in bulk by water as well as by truck and train. Albert Jongeneel is manager.

CANADA

Winnipeg, Man.—A. C. Reid has been elected president of the Western Grain Co., Ltd., and A. E. Hoskin, K. C., vice president.

Fort William, Ont.—Directors and officers of the Albert Wheat Pool, and Manitoba farmers who have won seed competitions conducted by the Manitoba Wheat Pool, were guests of Manitoba Pool Elevators, Ltd., at dinner the evening of June 5 in the drawing room of the Prince Arthur Hotel.

Winnipeg, Man.—Traders on the Winnipeg Grain Exchange at midsession June 15 stopped trading to mark the most solemn occasion in the history of the exchange—to bow in prayer for the success of the cause for which the allies were fighting and courage to meet the problems of war. It was a short, simple but most impressive religious service, led by the Rev. George S. Calvert, rector of St. Matthews Anglican Church.

Winnipeg, Man.—Saskatchewan Wheat Pool employees here, in Regina and Port Arthur, donated an ambulance to the British Red Cross. The United Grain Growers, Ltd., and R. E. Sellers, local grain dealer and honorary captain of the Royal Canadian Volunteer Naval Reserve, also donated ambulances.

Fort William, Ont.—The improvement program aggregating approximately \$50,000 by Alberta Pool Elevators, Ltd., at Pool 9 elevator, formerly known as the Union Terminal, is practically completed. It includes extending the trestle and trackage more than 300 ft. to accommodate 14 additional grain cars, a 300-ft. addition to the dock in front of the elevator; an extension to the subway approaching the terminal; and installation of two new cleaning machines. Thunder Bay Harbor Imp. Co. had the contract. The elevator is operated by the Manitoba Pool.

New Westminster, B. C.—Brackman-Ker Milling Co., Ltd., has embarked on an expansion program that will eventually entail an expenditure of \$200,000. Construction of a warehouse extension to the mill and new offices and grain elevator is planned. The city council has approved plans to lease two water front lots on the east side of the plant for increased mill capacity and the new warehouse. The front portion will be used for deep sea loading berths. Two more stories will be added to the milling portion of the plant. The 400,000-bu. capacity elevator will be constructed on the site of the present office building according to future plans.

COLORADO

Denver, Colo.—The elevator and stock of the Summit Grain Co. was destroyed by fire June 12.

Fort Morgan, Colo.—Fort Morgan Mills, who recently added an addition to its plant, also has erected a new bean and seed cleaning warehouse, with storage for 50,000 bags of seed or beans. This progressive firm now has one of the best equipped plants of this section of the state.

ILLINOIS

Highland, Ill.—The Central Feed Mills, Inc., was destroyed by fire June 19.

Belleville, Ill.—A large hay storage barn at the Theiss Bros. Feed Co. was destroyed by fire June 17.

Aledo, Ill.—James R. Scannell, 23, of the firm, Baldwin & Scannell, feed and coal business, died June 12.

Ludlow, Ill.—The Ludlow Elevator Co. has painted its elevator and warehouses with aluminum paint. Eugene A. Hoerner is manager of the elevator.

Woodland, Ill.—Charles Oscar Cavitt, 70, retired grain dealer, died of uremic poisoning June 16, at Iroquois Hospital, Watseka, after a six days' illness.

Biggs (Easton p.o.), Ill.—John O. Whitlow has been named manager of the Farmers Elevator, succeeding Eugene Klinghouse who resigned to take up farming.

Pekin, Ill.—Al LaFrenz, former resident of Davenport, Ia., has been promoted to the position of plant superintendent for the Corn Products Refining Co.

Macon, Ill.—The Macon Grain Co. has installed a new Soweigh Truck Scale with 34x10 ft. platform and equipped with a Streeter-Amet Type B Recorder.

Hutsonville, Ill.—Rex Boyll, who bot the Newlin Elevator here recently, is installing feed making equipment. The electric power wiring is being reinstalled according to specifications of the Mutual Fire Prevention Bureau. Light wiring is going in in rigid iron conduit, replacing the dangerous BX wiring installed two years ago.—H. H. H.

Fairbury, Ill.—Arnold MacConvis, who recently moved here from Bloomington, has opened a grain brokerage office.

Rushville, Ill.—Bader & Co. has installed a new electric grain hoist at its local elevator. Other improvements being made include widening and reflooring the driveway.

Paxton, Ill.—Charles Shelby, 75, of the Charles Shelby Grain Co., died May 29. He had been in the grain business here since 1907, but had been in poor health for many years.—P. J. P.

Quincy, Ill.—John Curry, formerly manager of the Eureka Milling Co.'s plant in Camp Point, Ill., has accepted a position as assistant manager of the May-Way Mills local branch.

Brocton, Ill.—A nine-year-old boy was killed at the Peoples Grain Co. elevator recently when, climbing up a distance of 32 ft. on one of the ladders used by workmen in installation of machinery at the elevator, he fell.

Crystal Lake, Ill.—Officials of the National Grain Yeast Corp., and citizens at a special city council meeting June 15, aired individual sides in the controversy between them arising out of the public's demand that something be done to correct the odor from the company's factory, Main St. and the disposal plant just north of Terra Cotta Ave.

Gibson City, Ill.—McMillen Day, sponsored by the Chamber of Commerce, honoring Dale W. McMillen, head of the McMillen Feed Mills and Central Soya Co., of Decatur, Ind., celebrated June 13, closed with a banquet for 300 persons. An entertaining and instructive program was enjoyed during the afternoon, at which Mr. McMillen was the principal speaker.

Winnebago, Ill.—Local residents have petitioned the county board for removal of a grain elevator at the Chicago & North Western railroad intersection with the highway connecting the village with West State road, which latter they ask be paved with concrete. The petition sets forth the claim that the elevator is an "obstruction" in the way of the desired improvement.

Urbana, Ill.—The Champaign County Grain Ass'n, operating elevators at Fuls siding east of here and at Glover, will sell \$5,000 in stock at \$25 per share, the proceeds to be devoted to the improvement of its Fuls elevator. This elevator is owned by the company while the one at Glover is leased. About 300,000 bus. of grain are handled each year, three-fourths of it at Fuls.

Auburn, Ill.—The W. E. Shutt Grain Co. has completed a 40x40 ft. building, of concrete blocks, furnace heated, combination office and feed room. The office and display room is 40x20 ft. and the feed room, 40x20 ft. with a door connecting the two. The latter room has a loading dock, and connects with the grinding room and fanning room, making all of them under one roof.

Springfield, Ill.—The Illinois Retailers Occupational Tax, known as the sales tax, is attacked in a bill of complaint asking the Circuit Court to restrain S. L. Nudelman, state director of finance, from collecting the tax under article 5 on purchases made thru Illinois offices of out of state companies. Complainants are Knox Consolidated Coal Corporation and Ayrshire Patoka Collieries Corporation, both of Indianapolis, Ind.

Wellington, Ill.—Braden & Boughton's old frame cribbed elevator is being remodeled by Fred I. Friedline. The 36 x 66 ft. building was badly settled at one side and end, due to rotting away of wood sills and bottom end of posts supporting driveway and bins. The building was raised by jacks, millwrights cut away bottom end of posts and removed mud sills from stone wall footings; new forms were built and concrete wall sills and concrete to bottom of posts put in. Approaches to the elevator are being rebuilt, putting in steel and concrete, to carry loaded trucks. Motors will be installed after harvest.

London Mills, Ill.—Richard Grieve, employed by the Wrigley Grain & Lumber Co. in Toulon for the last 11½ years, resigned recently and started work here as manager of the Farmers Elevator.

Champaign, Ill.—The fifth annual conference for farmers, grain dealers and others interested in grain and livestock was held here June 18. An informal tour of the soybean laboratory at the University of Illinois featured the meeting. Among the speakers following a dinner in the evening were J. E. Johnson, past president of the Illinois Farm Managers Ass'n, and Prof. R. R. Snap and G. L. Jordan of the University of Illinois.

Brighton, Ill.—John Kortkamp and Gilson Brown of Macoupin County, have filed a bill in circuit court asking to have the Farmers Co-op. Elvtr. Co. elevator sold to satisfy debts that they contend the company owes them. Kortkamp alleges he loaned a total of \$1,753.75 to the corporation and that neither interest nor principal has been paid back. The bill states the company borrowed \$4,000 and gave to Mr. Brown a deed of trust.

Carlinville, Ill.—Chester A. McClellan, proprietor of the Carlinville Grain Co., has purchased the elevator property at the C. & A. tracks on First North St. of the A. L. Hoblit estate, and is rebuilding the elevator on the site where the former building burned last fall. The new structure, now nearing completion, will have a 10,000-bu. capacity. The hollow tile warehouse that was badly damaged during the fire will be razed and another building will be erected in its place.

CHICAGO NOTES

The Chicago Hay Co. is bankrupt and its business is being liquidated.

Robert Mautz, treasurer of Albert Schwill & Co., has been elected a director of the Atlas Brewing Co.

Prices of memberships on the Chicago Board of Trade declined \$100 with transfers at \$1,200. Posted offers were \$1,300; highest bid, \$1,000.

The following new members have been admitted to the Board of Trade: Philip W. Pillsbury, Minneapolis, Minn.; Paul W. Joslyn, James J. Cullerton and Herman M. Magged, Chicago.

William A. Anderson, Winnipeg, was found guilty of violating rule 82 (business conduct) of the Chicago Board of Trade June 11 by the board of directors and was suspended for 60 days.

E. J. Thomas, recently appointed manager of the new durum division of the State Mill & Elvtr., Grand Forks, N. D., will open a general sales office in Chicago late this month where he will make his headquarters. He was formerly vice-president of the Amber Milling Co.

On June 11 the directors of the Chicago Board of Trade approved the following ruling of the Rules Com'te: "When the operator (member or non-member) of an elevator in the Chicago District sells his own grain, without the services of a member commission merchant or broker, for delivery to a destination within the Chicago District, no commission or brokerage charge is involved."

The government's income tax claims of \$1,213,374 against the estate of Arthur W. Cutten for the years 1928 and 1929 have been allowed. The one time millionaire grain speculator's estate, however, is estimated at only about \$400,000. Practically all of it will be turned over to satisfy partly the government's claims, leaving nothing for claims of other creditors totaling \$675,000. Mr. Cutten died in 1936.

James Norris, Chicago grain dealer, who some time ago bot the 5,000 acre Muclan farms in the Ocklawaha River Valley, southeast of Ocala, Fla., has purchased 15,000 acres in Citrus County in the same state for a tung grove project.

Members and guests of the Chicago Chapter of the Society of Grain Elvtr. Superintendents will visit the Glidden Co. plant at 3:30 p. m. Tuesday, July 2. Following the tour of inspection, dinner will be served at the Northwest Lions Club, after which the annual election, com'ite appointments and annual reports will be made. Reservations should be made as early as possible thru Sec'y Dean M. Clark.

Felix Eudakis, 55, oiler at the Norris Grain Co. elevator in South Chicago, was killed when caught by an elevator belt June 17. His hacked body was found in the bottom of No. 4 receiving leg at the plant when, failing to return home in the evening, his son Anthony, also employed at the elevator, went to investigate. It is thought that the belt that revolves around No. 4 pulley caught him as he was feeling the bearings to ascertain whether or not they were hot.

Addison R. Warner, 73, a member of the Board of Trade from 1888 to 1934, died in his home at Palos Verdes, Cal., June 16. He was the son of F. R. Warner, one of the early members of the grain market, and at the age of 21 years, upon the death of his father took over the latter's membership. Mr. Warner was a cousin of Admiral Harold R. Stark, recently appointed chief of naval operations, and an uncle of Addison W. Warner, head of a Chicago investment brokerage firm.

INDIANA

Montezuma, Ind.—Parke County Farm Bureau has installed a Blue Streak Corn Cutter and Grader.

Kentland, Ind.—The Harlan Grain Co. is installing machinery to unload coal and repairing its coal bins.

Hazleton, Ind.—The Lowell Armstrong feed mill and elevator is going thru extensive remodeling.—H. H. H.

Coatesville, Ind.—Darnall Bros. have installed a new hammer mill with electro magnet in their elevator here.—H. H. H.

Clayton, Ind.—A new Jay Bee Hammermill and electromagnet is being installed in the Blanton elevator.—H. H. H.

Geneva, Ind.—The Geneva Equity Exchange will build an addition to its present feed mill and change its arrangement.—A. E. L.

Remington, Ind.—The Evans & Hedworth elevator has been sold to the Farmers Co-operative Co., active operation being taken over June 1.

Chesterfield, Ind.—The Chesterfield Grain Co. has completed the building of a new office (24x30 ft.) and installed a 20-ton truck scale.—A. E. L.

Princeton, Ind.—A 20-ton, 34x9-ft. platform scale has been installed at the Fred Antell elevator and a new office building constructed between the scale and the elevator.

Toesin, Ind.—Harry S. Button of the Chicago Hay Co., Chicago, has become associated with the Toesin Lumber & Grain Co. and will move his family here at an early date.

Bourbon, Ind.—The Bourbon Elvtr. & Feed Mill is building a new cupola and installing a new elevator leg, sheller, large electric motor with V belt drive, and complete head drive which they purchased from the Sidney Grain Machry. Co.

Frankton, Ind.—Farmers Grain & Coal Co. has installed a hammer mill and is now operating two feed grinders.—A. E. L.

Poseyville, Ind.—We recently installed a Fairbanks Motor Truck Scale with 9x34-ft. concrete deck and equipped with type registering beam.—Poseyville Grain & Feed Co., Inc.

Hanna, Ind.—Burglars recently opened the safe at the Hanna Lumber & Grain Co. and the same night broke into the office of the Farmers Mercantile Co. elevator.—A. E. L.

Indianapolis, Ind.—The Buck Creek Elevator, Buck Creek, and the Batesville Roller Mills, Batesville, have been enrolled as members of the Indiana Grain Dealers Ass'n.—Fred K. Sale, sec'y.

LaCrosse, Ind.—C. M. Patty, formerly owner of the elevator at Hamlet, has purchased a farm west of that city where he is building a home. He continues to operate the LaCrosse Elvtr. Co.

Topeka, Ind.—The Wolfe Grain Co. made recent improvements by addition of a drag, boot sheller with motor and V-rope drive, new style scalping reel, electric truck hoist, large "Eureka" Cleaner, and several motors and drives, all the equipment furnished them by the Sidney Grain Machry. Co.

Hedrick, Ind.—Robert L. Hanson, an employee of the Ura W. Seeger elevator, was electrocuted June 14, while engaged in cleaning the cob conveyor. The conveyor runs across the highway and its top coming in contact with a sagging high tension wire acted as a conductor of the heavy voltage killing him instantly.

Dunkirk, Ind.—Whitacre & Stewart are installing a Blue Streak Hammer Mill direct connected to electric motor in their new feed mill, opened for business on the site of the former Dunkirk Elevator. The mill will grind feeds and the company will buy and sell all kinds of grains.

Moran, Ind.—The new Moran Elevator ready for operation is one of a line operated by James A. Stephenson & Son, Rossville, and replaces the one that burned about a year ago. The new type elevator, with fast-handling, modern machinery, will be managed by Harold Young, who was in charge of the one that burned. A 20-ton truck scale is a part of new equipment installed. The Stephenson Grain Co. operates elevators, also, at Rossville, Sedalia, and the Fairground Elevator at Frankfort.

Indianapolis, Ind.—Edwin K. Shepperd, manager of the Cleveland Grain Co., was elected president of the Indianapolis Board of Trade at the annual election June 10. Other officers are Fermor S. Cannon, vice-president; Albert O. Deluse, re-elected treasurer. Those chosen as members of the governing board for four-year terms are Mr. Denny, Clarence S. Alig, E. R. Baltzell, E. Clifford Barrett, Otis M. Earl, George H. Evans, William P. Flynn, Murray H. Morris, Edward B. Raub and Roy Sahn. The board's sec'y will be appointed at the installation meeting July 1. Mr. Shepperd was vice-president of the board last year and had served as a member of its governing com'ite since 1917. Mr. Deluse is sec'y of the Lew Hill Grain Co.

IOWA

Alton, Ia.—The Farmers Elvtr. Co. is considering the purchase of a lumber yard.

Lena (Gowrie p. o.), Ia.—The D. Milligan Co. is reinforcing its elevator, recently the Clark Brown Grain Co. house.

New Hampton, Ia.—The G. and E. feed mill was destroyed by fire June 12 along with two carloads of feed stored in the building.

Blanchard, Ia.—The Farmers Co-operative Elevator has installed a new electric hoist. A 12 ft. extension was added to the driveway.

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these Modern Cleaners.

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Madrid, Ia.—The Rex Lumber Co. recently voted for renewal and extension of its charter in the lumber, coal, building material and grain trade.

Larchwood, Ia.—Leo McGuire recently resigned as manager of the Davenport Elvtr. Co. elevator, a position he had held for several years.

Arlington, Ia.—R. W. Johnson of Marion has purchased the grain, feed and coal business of the Gitchell Bros. Estate, and will take possession July 1.

Onawa, Ia.—Charles Bisbee of Lawton has assumed his duties as manager of the I. C. Elevator here, replacing Ed. Rawlings, who retired from the position.

Angus, Ia.—The D. Milligan Co. is tearing down the corn crib and moving the scale house at its local elevator, formerly owned by the Clark Brown Grain Co.

Ralston, Ia.—The Farmers Co-operative Ass'n is building an elevator, of crib construction covered with galvanized iron. There will be 10 bins, 34x26 ft., 85 ft. high.

Muscataine, Ia.—Clifford R. McKee, who is associated with his father, L. R. McKee, in the McKee Feed & Grain Co., and Miss Dorothy Ruth Soll were married June 14.

Parnell, Ia.—James Masterson has succeeded Elmer Dunn as manager of the Wilder Grain Co. elevator. Mr. Dunn resigned recently, after serving 10 years in that capacity.

Albert City, Ia.—Ralph Scott, 10 years manager of the Farmers Elevator at Marcus, Ia., will assume his duties as new manager of the Farmers Co-op. Elvtr. Co. elevator July 1.

Paton, Ia.—The D. Milligan Co., who recently bot the Clark Brown Grain Co. elevator is installing a hopper scale and converting the former cob and shuck bin into a storage bin.

Lake Mills, Ia.—The Farmers Co-operative Elvtr. Co. has installed a blower system for its feed grinding mill which increases the capacity of the mill about 35 per cent Alfred Larson, manager, stated.

Archer, Ia.—The Archer Co-operative Grain Co. plans to improve its elevator by installing head drives and new motors. R. J. Hickman recently was re-appointed manager. He has served in that capacity for more than 25 years.

Rippey, Ia.—The D. Milligan Co., recent purchasers of the Clark Brown Grain Co. elevator, is taking down the old crib and building a 35,000-bu. annex. A hopper scale is being installed and a new cob house constructed.

North Bend, Ia.—Thieves broke into the Farmers Union elevator the night of June 12; knocked the knobs off the safe in a vain attempt to open it, and departed with nothing of value as a result of their visit. Entrance was gained by breaking a window.

Corley, Ia.—R. E. Walters, Harlan, has purchased the Des Moines elevator here, formerly operated by Rudy Peters. Julius Scheel has been employed to operate the elevator. Mr. Walters now operates both local elevators, one at Elk Horn and one at Harlan.

George, Ia.—The Farmers Elvtr. Co.'s new elevator, nearing completion, is expected to be ready for use in July, G. L. Peterson, manager, announced. New machinery is now being installed and the steel covering placed on the building by the T. E. Ibbersen Const. Co.

Council Bluffs, Ia.—A blaze starting in the motor head in the cupola of the E. M. Peet Mfg. Co. elevator early June 8 gutted the inside of the shaft while water caused extensive damage to feed stored in the building. Mr. Peet estimated the amount of damage at \$15,000.

Irvington, Ia.—The elevator and other property of the Farmers Co-operative Ass'n will be sold at auction. The charter of the ass'n expired March 11 and will not be renewed. A small group, which took over the elevator and operated it, it is understood may purchase the elevator and operate it as a private concern.

Des Moines, Ia.—More than 150 managers of farmers' co-operative grain elevators in Iowa, and their wives, met here June 17 for discussion of general business and merchandising problems. The meeting is an annual affair. E. L. Kreger of Ralston presided. Oscar Helene and Don Edison, president and sec'y respectively of the Iowa Farmers Grain Dealers Ass'n, were in attendance. The meeting closed with a banquet and dance at Hotel Savery.

Marble Rock, Ia.—The Farmers Co-operative Elvtr. Co. will install a 20-ton Soweigh Scale with 34x9-ft. platform.

Rake, Ia.—The Farmers' Elvtr. Co. here has purchased the Lincoln Co-operative elevator, located a few rods west, to take possession July 1. Arthur Haroldson, who has managed the Leland elevator for the past four years, was hired to manage the combined elevators, succeeding Ole Jargenson, resigned. The following officers were re-elected: Joe Jurgens, president; Nordahl Matson, vice-president; Kornel Johnson, secretary, and Andrew Erdal, treasurer.

Joe McNally, chairman of the Tama County Grain Dealers Ass'n, reports that 'his group held an exceptionally fine meeting the night of June 5 with every dealer in the county present except one. This is one of the most outstanding county organizations in the state of Iowa. At the meeting, called at the request of the County Com'ite, movement of 1937 sealed corn was the principal subject under discussion. The Tama County Grain Dealers went on record as being opposed to handling any weevil infested corn until after it had been fumigated by the farmer and they were assured of the full co-operation of the County Com'ite in this respect.

KANSAS

Ellsworth, Kan.—The Farmers Union Elevator office has been remodeled.

Copeland, Kan.—C. D. Jennings Grain Co. will reopen its elevator here before harvest.

Hillsboro, Kan.—Ebel Bros. Grain recently installed a new truck scale at their elevator.

Tice (Copeland p. o.), Kan.—The C. D. Jennings Grain Co. elevator is being reopened.

Elkhart, Kan.—The Security Elvtr. Co. is reopening its elevators here and at Hugoton.

Hutchinson, Kan.—The William Kelly Milling Co. sustained an electrical damage loss in Mill Plant 'B' on June 5.

Pratt, Kan.—The elevator of the Montford Grain & Supply Co. has been leased to the Southwest Grain Co.

Seneca, Kan.—A private wire office has been opened here by B. C. Christopher & Co., with D. H. George and C. N. Ogden in charge.

Lewis, Kan.—Lloyd Spivey of Fowler has been named manager of the Farmers Co-operative elevator, to succeed the late John Holmes.

Elkhart, Kan.—Lightning coming in on the power wires did some damage in the Elkhart Co-operative Equity Exchange elevator on May 29.

Muskotah, Kan.—B. C. Christopher Grain Co. is having a new 15-ton Fairbanks Truck Scale with 8x22 ft. wood deck installed at its local elevator by Ernest Engineering Co.

Solomon, Kan.—The Farmers Union Elevator scale has been repaired and is ready for business, Mgr. Alfred Rensmeyer announced.

Santanta, Kan.—James Harmon has been appointed manager of the Co-operative Grain Co. elevator, succeeding William Kelman, resigned.

Udall, Kan.—Udall Farmers Union Co-operative Ass'n has installed a half-ton Universal Vertical Feed Mixer, reports Mgr. A. F. Baker.

Kinsley, Kan.—The Farmers Co-operative Grain & Supply Co. has been reorganized and will be known as the Kinsley Co-operative Exchange.

Herkimer, Kan.—The Farmers Co-operative Business Ass'n, managed by Martin Raemer, is reported contemplating installation of a hammer mill.

Herndon, Kan.—David Walsh, pioneer grain dealer, died June 12. Albert J. Erdman, a member of the Board of Trade, died June 12 at New York, N. Y.

Sumnerville, Kan.—Ed. Morton, of Delphos, is new manager of the Jackman Roller Mills. The mill is being remodeled so it will have a larger loading capacity.

Inman, Kan.—The Buhler Mill & Elvtr. Co. has completed erection of additional warehouse space and installed a new 20-ton, 34x9-ft. Weightograph scale.

Phillipsburg, Kan.—Harry Blackwill, former manager of the Morgenstern-Pyle elevator at Studley, is new manager of the Phillipsburg Feed Milling Co. elevator.

Sublette, Kan.—The McCoy Grain Co. elevator is being repaired preparatory to opening for business. The elevator will handle feeds, probably oil, as well as buy wheat.

Maize, Kan.—The Woodard Grain Co., managed by F. P. Bowen, to increase its handling capacity is installing new cups and a new leg belt furnished by White Star Co.

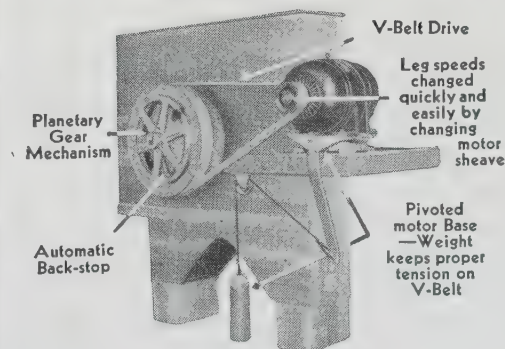
Medicine Lodge, Kan.—H. Lynn Randels has assumed management of the Hunter Milling Co. plant, succeeding the late L. A. Alley, who died suddenly several weeks ago.

Galva, Kan.—The Rice Grain Co. has rebuilt its driveway floor, installed two new 5x6-ft. grates and a new 8-inch shipping spout. Ben Munson and Sons had the contract.

Belle Plaine, Kan.—The Farmers Elvtr. Co. plans to increase its storage space for feeds and seeds by building an addition to its present warehouse, reports Joe Nixon, manager.

Salina, Kan.—J. D. Tinklepaugh was elected president of the Board of Trade at the annual meeting held June 11. He was formerly vice-president. Ed Morgenstern was chosen vice-president; directors named were B. Lynch, A. F. Pyle, A. T. Riley, Warren Hart and John J. Vanier.

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Bentley, Kan.—The W. J. Sanderson Elevator has been bought by Sam P. Wallingford Grain Corp. Mr. Sanderson continues to operate the elevator under the new name, as local manager.

Durham, Kan.—The Durham Grain Co. will be conducted in the future under the management of Dave Rhode, as manager for the Harold Wallace Grain Co., Wichita, who has leased the business.

Herington, Kan.—The Farmers Grain & Supply Co. has overhauled and remodeled its elevator, increasing its handling capacity from 800 to 1,600 bus. per hour. L. L. Everly is manager of the plant.

Copeland, Kan.—Security Elvtr. Co. is installing a new 20-ton Fairbanks Truck Scale at its local elevator, and building a brick office to handle its grain business and retail trade in gasoline and oil.

Scandia, Kan.—The Derby Grain Co. has built three new overhead bins inside the elevator utilizing some waste space which will give them an additional 7,500 bus. capacity. Ben Munson & Son did the work.

Haven, Kan.—The 10,000-bu. elevator of General Mills, Inc. (Southwest Division), has been improved with installation of a Strong-Scott Head Drive on the elevator leg, reports local manager, L. E. Dow.

Sterling, Kan.—The Arnold Milling Co. has announced a 2c premium will be paid for certified Turkey and Tenmarq wheat of the 1940 crop. At the same time the mill will take Chiefkan wheat only at a 3c a bu. discount.

Among elevators in Kansas damaged by high winds recently were houses of the Robinson Elvtr. Co. at Dresden and Menlo; the E. C. Wyatt Grain Co., Westfall; Morrison-Gregg-Mitchell Grain Co., Plainville.

Wichita, Kan.—The first car of 1940 wheat arrived here June 10, a short car of 800 bus. from the McCrady Elvtr. Co., Yewed, Okla. It tested 61 lbs. 13.60 protein and 16 moisture and was graded sample grade.

DeSoto, Kan.—A new leg belt with D. P. cups and a York Distributor has been installed in the elevator of S. R. Zook Grain Co., operated by S. R. Zook. New steel spouting and an 8-inch loading spout were also installed. Ernest Engineering Co. did the work.

Hutchinson, Kan.—Brada Grain & Supply Co., operated by Joe Brada, is increasing its storage space by erecting two 6,000-bu. Columbian Bolted Steel Tanks, connected with the company's cribbed elevator with screw conveyors at top and bottom. After the rush of harvest, Mr. Brada expects to add two more such tanks to bring the total increase in his storage space to 24,000 bus. It is reported the company also contemplates installation of feed grinding and mixing machinery.

Eureka, Kan.—The driveway of the 3,000-bu. studded elevator of Cornett Seed & Elvtr. Co., O. K. Cornett, proprietor, is being extended. A truck lift is being installed, as well as a 4-bu. Richardson Automatic Scale.

Altoona, Kan.—Enlargement of his office space is an improvement expected to be made soon by Karl V. Smith, proprietor of the Altoona Milling Co. When this is done the mill driveway will be widened also and a new truck scale installed.

Mound Ridge, Kan.—The Farmers Elvtr. Ass'n is having Chalmers & Borton improve its elevator with installation of a new rubber covered cup belt with 9x6-inch Calumet Cups and installation of a new type Kewanee Overhead Truck Lift.

Marysville, Kan.—The Forst Seed & Grain Co., managed by F. J. Lindbloom, is widening its elevator driveway to 14 ft., taking down its old office, which has been replaced with a new office and seed warehouse, and plans to paint the elevator.

Hartford, Kan.—A. E. Weigand has leased the J. W. O'Connor & Co. elevator which has been repaired and placed in readiness for business. He will conduct the elevator in connection with his produce and feed station, operating it thru-out the year.

Hugoton, Kan.—The Security Elvtr. Co.'s elevator has been reopened for business with H. H. Everly, grain dealer of Garden City, as manager. Mr. Everly formerly operated the Garden City Farmers Elevator and at one time was in business himself.

Neodesha, Kan.—W. J. Small was cleared of Federal charges of violation of the Elkins Freight Rate Act in the court of Judge Richard J. Hopkins, who sustained a defense motion for discharge of the indictment on grounds of insufficient evidence.—P. J. P.

Haverhill (Augusta p. o.), Kan.—The Haverhill Co-operative Elvtr. Co., under the management of J. S. McDowell, soon will install a bulk gasoline and oil station to accommodate farm trade. A contemplated improvement for this fall is installation of a feed grinder.

Newton, Kan.—The Goerz Flour Mills Co. is building a 400,000-bu. addition to its elevator. The new storage will consist of 10 bins, each 21 ft. in diameter and 94 ft. high, with 12 interstate bins. This will give the firm an aggregate of 750,000 bus. of concrete storage at the mill.

Hackney (Winfield p. o.), Kan.—Elevating facilities in the 10,000-bu. elevator of the Hackney Farmers Co-operative Ass'n, which is managed by Wilson Hahn, have been improved with installation of a master geared motor head drive, a new leg belt, V-cups and roller bearings, supplied by the White Star Co. A new grate was installed over the receiving pit.

Bremen, Kan.—Concrete retaining walls have been built on the exit from the driveway of the elevator of the Bremen Farmers Union Co-operative Ass'n, managed by Henry Duever.

Neodesha, Kan.—A large capacity tank has been purchased by Phil Horney of the Neodesha Grain Co. for molasses storage. Installation of molasses mixing equipment and construction of a feed unit are reported contemplated.

Powhattan, Kan.—The Derby Grain Co. elevator, managed by Earl Bartley, has been improved with construction of a new 2-room office attached to the seed house, and installation of a Fairbanks Dial Truck Scale with 34x10 ft. deck. Ernest Engineering Co. did the work.

Sterling, Kan.—Contract has been let by the Arnold Milling Co. to Chalmers & Borton for erection of a 150,000-bu. reinforced concrete annex to its present elevator. The annex will consist of four 22-ft. tanks, 112 ft. high, with 3 interspace bins, and the usual conveyor tunnel and gallery to house 18-inch conveyor belts connecting with the old concrete elevator.

Mercier, Kan.—The W. J. Lowe Grain Co. Horton, Kan., has sold its local elevator to Paul M. Lowe, who took immediate possession and will operate it as the Paul M. Lowe elevator. The W. J. Lowe Grain Co. had owned and operated this elevator for five years, with Mr. Lowe as manager. The latter company will continue to operate the Horton plant.

Thayer, Kan.—Rex Green, who recently purchased the 20,000-bu. concrete elevator, which has not been in use since constructed several years ago, announced a new Fairbanks Scale is being installed in the driveway of the elevator, and that all equipment for handling grain will be installed by harvest time. An electric motor will be used for power in the elevator.

Waterville, Kan.—The 20,000-bu. elevator of the Waterville Farmers Grain & Live Stock Co., managed by A. N. Samuelson, has been improved with installation of an Air Blast Car Loader. A new concrete approach to the elevator driveway has been laid, and the Bender Truck Lift increased in its capacity to handle large trucks by installation of a new worm-gear motor.

Arkansas City, Kan.—Lloyd McEwen, manager and proprietor of the McEwen Elvtr. Co., has added soybean processing to the company's activities. An expeller, a boiler, a drier, and a hammer mill have been installed in a structure adjoining the elevator for this purpose. Scattered lots of commercial soybean seed are being grown in southern Kansas and McEwen is preparing to handle them.

Mulvane, Kan.—Charles W. English has built a 12x14 ft. frame office and installed a new 15-ton Howe Truck Scale, with 9x22 ft. deck, at the elevator he bought here last winter. The elevator, a 5,000-bu. studded house, is being modernized with installation of an Ehrsam Pneumatic Truck Lift, new V buckets, a new air compressor and compressor tank, and extension of the driveway.

Valley Falls, Kan.—The Farmers Union Co-op. Elvtr. Co. of Denison has constructed an elevator with two 12-ft. storage bins, 24 ft. high, on the right-of-way at the Santa Fe station. It will install a 20-ton scale and 300-bu. receiving pit. Grundeman & Son are in charge of construction. Heretofore, for some time, the company has been handling shipments of wheat and other produce from the Mayetta station.

Pauline, Kan.—The Farmers Union Elvtr. Co., managed by L. Vernon, has improved its elevating machinery with installation of a new 2,000-bu. per hour leg, fitted with D. P. cups, and a 5 h.p. inclosed motor with speed reducer and roller chain head drive. The leg is fitted with a York distributor, and the idea of increased handling speed was carried out with installation of steel spouting, a new 8 inch loading spout, and a 10 bu. Richardson Automatic Scale. Ernest Engineering Co. did the work.

Blue Rapids, Kan.—The Blue Rapids Farmers Co-operative Grain Co., managed by D. O. Wanamaker, has increased the capacity of its Fairbanks Dial Scale to 30 tons with 34-ft. reinforced concrete deck, has installed a Jacobson Hammer Mill with direct connected 20-h.p. motor, and a cleaner for seed. Contemplated is installation of a feed mixer. A dumping dock with pneumatic truck lift, 75-bu. pit, and a blower to supplement the company's 7,500-bu. elevator, was finished recently, making possible loading of two cars with wheat at the same time during the harvest rush.

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Hutchinson, Kan.—Charles Colby was elected president of the Hutchinson Board of Trade at its election June 4; other officers chosen are A. W. Estes, vice-president; directors, H. A. Davis, J. V. Fleming, C. C. Kelly, D. B. Frazee, H. C. Morton, F. C. Hazelton, H. W. Poort. The new board reappointed C. D. Jennings treasurer and W. T. Macauley sec'y and assistant treasurer. Installation was on June 11.

Stafford, Kan.—The Consolidated Flour Mills Co. has been repairing the old flour mill now used as an elevator and grain storage house, getting it ready for handling wheat when the harvest comes. A charge of dynamite was discharged at the base of the big smokestack which was blown down May 28, and the bricks sold later. The elevator, storage tanks and equipment have been completely overhauled and repaired.

Overbrook, Kan.—Damage suffered to the elevator of the Farmers Union Elevtr. Co. when fire broke out in its cupola and was held in check by manager Tom Hupp with a chemical extinguisher until the fire department arrived, has been repaired by the Ernest Engineering Co. Repairs included patching up the roof of the cupola, and installation of a new 5 h.p. inclosed motor with gear reducer and roller chain head drive.

Atchison, Kan.—Blair Elevator Co., managed by C. H. Blanke, has fitted its elevator with a new 16x36 ft. driveway, fitted with steel grate and combination dump sink for handling both ear corn and small grains. In the driveway is installed a Fairbanks dump scale with 34x10 ft. deck, a dial, and printomatic. To this dump scale is hung a Master Pneumatic Truck Lift so that trucks may be weighed and dumped without being moved after the first stop. Ernest Engineering Co. did the designing and the building.

Rosalia, Kan.—The new 12,000-bu. studded, iron-clad elevator of Marshall Grain Co. is nearing completion; operated by J. B. Marshall, former Eldorado manager for the Sam P. Wallingford Grain Corp. The elevator is 26x24 ft. on the ground and 51 ft. high, with two deep bins and three overhead bins. Equipment includes a single leg, a head drive, grates over the two receiving pits, and a truck lift, all furnished by Great Western Mfg. Co. A separate office is being built, at which a 15-ton truck scale is being installed. Later an automatic scale will be installed; contemplated further improvements include installation of a feed grinder and a feed mixer.

Dodge City, Kan.—The cost of licensing a warehouse this year has been reduced materially under that of last year and for an average country elevator with capacity not to exceed 50,000 bus., the total cost for licensing and bond premium this year should not exceed \$42.50, or less than one-half of what was paid last year. This reduction has been brought about through reduced bond premium rate and through the requirement of a \$5,000.00 minimum bond instead of \$10,000.00, as was required last year; but wish to correct one statement we made at the group meetings recently about your warehouse bond being obtained at a rate of \$5.00 per thousand. We now find that that rate applies only to federal warehouses and that the regular rate on state warehouse bonds is \$7.50 per thousand or \$37.50 for the minimum \$5,000.00 bond; however, this is a substantial reduction under last year, and it is hoped that bonding companies will soon be able to make the same premium rate for state warehouses that is now in effect for federal warehouses.—J. F. Moyer, sec'y, Kansas Grain, Feed and Seed Dealers Ass'n.

Salina, Kan.—Kenneth S. Hart has formed the Hart Lumber & Grain Co. and has been admitted to membership in the Salina Board of Trade on transfer from E. L. Rickel.

Mount Hope, Kan.—The new 48,000-bu. reinforced concrete addition has been completed on the 50,000-bu. reinforced concrete elevator of the Farmers Co-operative Elevtr. Co., managed by H. P. Nicoll, to bring the total capacity of this unit to 98,000 bus. The company also operates a 15,000-bu. cribbed, iron-clad house, which gives it a total storage capacity here of 113,000 bus. The addition to the concrete elevator was built by Chalmers & Borton.

KENTUCKY

Carlisle, Ky.—The Carlisle Mill & Supply Co. sustained a damage fire loss on June 15 caused by exposure to fire in another building.

MARYLAND

Stemmers Run, Md.—The feed manufacturing plant of Walsh & Co. was damaged by fire recently.

Elkton, Md.—The W. Norman Clark Co. has been incorporated, to deal in grain, hay, etc. Capital stock, 1,000 shares, par value \$10 each; incorporators, W. Norman and Mary D. Clark and G. Reynolds Ash.

MICHIGAN

Harbor Beach, Mich.—The Bad Axe Grain Co. has installed a new cleaner.

Colon, Mich.—A new hammer mill has been installed in the Reynolds Elevator.

St. Charles, Mich.—A new cleaner is being installed in the Mark T. Walsh Elevator.

Britton, Mich.—A new warehouse size 52x20 has been added to the Walper & Son elevator.

Fennville, Mich.—A corn cracker and grader has been installed in the Fennville Farm Buro Elevator.

Burlington, Mich.—New feed mill equipment is to be installed in the feed mill operated by Ernest Rhiengans.

Niles, Mich.—A new corn cracker driven by a 3-h. p. motor has been installed in the Charles Umholtz feed mill.

Yale, Mich.—A seed cleaner driven by a 5-h. p. fully enclosed motor has been installed in the Yale Elevtr. Co. plant.

Clarksville, Mich.—A new seed cleaner driven by a 3-h. p. fully enclosed motor has just been installed in the Smith Elevator.

Breckenridge, Mich.—The Breckenridge Bean & Grain Co. is installing a corn sheller and a 7½-h. p. motor in the East Elevator.

Petersburg, Mich.—The Farmers Market & Supply Co. has installed a Sidney Corn Cracker and Grader driven by a 5-h. p. motor.

Gilford, Mich.—Wallace & Morley Co. is installing a hammer mill with built-in. tramp iron separator and crusher-feeder in the local elevator.

Three Oaks, Mich.—A hammer mill with built-in crusher-feeder and electro-magnetic separator has been installed in the Three Oaks Co-op. Inc., Mill.

Hamilton, Mich.—A new corn cutter and grader driven by a 5-h. p. fully enclosed motor is being installed in the plant of the Hamilton Farm Buro.

Grassmere (Bad Axe p. o.), Mich.—A hammer mill with built-in. electro-magnetic separator and crusher-feeder is being installed in the Wallace & Morley elevator.

Romeo, Mich.—The Eric Heide mill is being improved by the installation of a J. B. Hammer Mill with built-in tramp iron separator to be driven by a 30-h. p. motor.

Sebewaing, Mich.—Hammer mills with built-in tramp iron separators and crusher-feeders will be installed in the John C. Liken Elevator and Bay View Hatchery plants.

Akron, Mich.—Engine power has been replaced by a 7½-h. p. fully enclosed electric motor to operate the cleaner in the bean warehouse operated locally by Theron D. Steele.

Alto, Mich.—Bergy Bros. are installing a second feed grinding unit in their local elevator. This is to be a hammer mill with built-in electro-magnetic separator and crusher-feeder.

Manchester, Mich.—The William Hayden Milling Co. of Tecumseh has bought the old New York Central Railroad Elevator at this station and will remodel it for a grain storage plant.

Tustin, Mich.—A hammer mill with built-in crusher-feeder and tramp iron separator is being installed in the Tustin Elevator & Lumber Co. plant. The mill will be driven by a 40-h. p. motor.

Silverwood, Mich.—The Michigan Bean Co. has installed a Blue Streak hammer mill with built-in tramp iron separator and a Nickle Crusher-feeder. Both units are driven by fully enclosed motors.

Adrian, Mich.—The Cutler Dickerson Co. is installing an improved hammer mill driven by a 60-h. p. fully enclosed motor, using a separate blower fan driven by a 15-h. p. fully enclosed motor.

Caro, Mich.—A hammer mill driven by a 40-h. p. fully enclosed motor is being installed in the Michigan Bean Co. elevator. The mill is equipped with built-in crusher and electro-magnetic separator.

Ida, Mich.—Additional corn handling equipment recently has been installed by the Ida Co-operative Co., consisting of a Sidney Rolling Screen Cleaner, Sidney Sheller and two fully enclosed motors.

Deerfield, Mich.—A Flack Pennell truck hoist driven by a 5-h. p. fully enclosed motor has been installed in the Deerfield Co-operative Co. plant. The company also is considering the construction of a cob burner.

Frankenmuth, Mich.—The Star of the West Milling Co. is constructing a new cleaner addition and covered driveway. New equipment to be installed will consist of a truck hoist and three small fully enclosed motors.

Eagle, Mich.—F. A. Schwab, who recently purchased the local elevator, is replacing the three phase motors with single phase motors and will install a hammer mill with built-in crusher-feeder and electro-magnetic separator.

Cedar Springs, Mich.—The elevator of D. J. Remer is being improved by the addition of a cleaner driven by a 7½-h. p. fully enclosed motor and a hammer mill equipped with built-in crusher and electro-magnetic separator.

Columbiaville, Mich.—The Frutchey Bean Co., who leased the local elevator, has just installed a new hammer mill driven by a 40-h. p. fully enclosed fan cooled motor. The mill is equipped with built-in. tramp iron separator and crusher-feeder.

Richville, Mich.—Additional equipment recently has been installed in the Hoerlein Elevator, consisting of a crusher and an elevator leg. Both units are driven with fully enclosed motors. Bean picking machinery probably will be installed in this plant in the early fall.

Chamberlain (Marcellus p. o.), Mich.—Electric power was recently installed at the Knappen Farm Service Elevator to replace engine power, the 5-h. p. single phase motor being enclosed in a fire resistive motor enclosure. This plant was formerly the Harvey & Stuart elevator.

Zeeland, Mich.—VandenBosch & Son, who have been in the wholesale feed business at this station for the past eight years, are constructing a new feed mill at the east end of town and will move their hammer mill and other equipment from the present location to the new plant. Equipment will consist of a hammer mill, corn cutter, oat clipper, oat huller, corn polisher, corn rolls, feed mixer and feeders, all driven by electric power. No custom grinding will be done.

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Carleton, Mich.—Kahlbaum Bros. are installing a 240-h. p. full Diesel Engine with a direct connected 187 KVA, 240 volt, 60 cycle, 3 phase generator to furnish power for the motors in their mill. All of this equipment is being installed in a fire resistive engine room adjacent to the south end of the mill.

Blissfield, Mich.—The Blissfield Co-operative Co. is installing additional feed handling equipment, consisting of a molasses mixer, an additional 1-ton vertical feed mixer, a molasses pump, and an additional elevator leg, all driven by electric motors. Also bought the Heinig warehouse and adjacent lumber sheds.

Cheboygan, Mich.—Floyd Daugherty has purchased the former warehouse owned by Del J. McDonald on South Huron St., and is remodeling the building into a grain elevator and grist mill. He will manufacture all kinds of poultry and livestock feed as well as flour and meal on a small scale. Mr. Daugherty is a Monroe Township farmer.

Schoolcraft, Mich.—The Harvey & Stuart elevators at Schoolcraft, Chamberlain and Flowerfield which were sold to the Knappen Co. of Augusta, recently, will be operated under the name of Knappen Farm Service Co. All three plants will be under the management of Myron Shutes, who has been foreman at the Schoolcraft Elevator for about twelve years.

MINNESOTA

Morgan, Minn.—The Farmers Elvtr. Co. is building an addition which will double its office space.

Vesta, Minn.—A new 30-ton scale has been installed at the No. 1 house of the Vesta Grain & Fuel Co.

Westport, Minn.—The Westport Elvtr. Co. elevator was damaged by high winds recently. The loss was small.

Lindstrom, Minn.—The Chisago County Co-op. Co. recently voted for amendment of its articles of incorporation.

Henderson, Minn.—The National Atlas Elvtr. will make extensive improvements at its East Henderson elevator.

Anoka, Minn.—D. H. McHugh of Minneapolis has purchased the Anoka Grain & Feed Co.'s mill and office formerly managed by Robert L. Smith.

Raymond, Minn.—S. O. Winge has been transferred here from Flandreau, S. D., by the Monarch Elvtr. Co. to manage the company's local elevator.

Zimmerman, Minn.—The Brown Elvtr. & Feed Mill has installed a 20-ton, 26x9-ft. Soweigh Truck Dump Scale. Hogenson Const. Co. had the contract.

Detroit Lakes, Minn.—An order in favor of Fairbanks, Morse & Co. and the Becker County National Bank was filed in Becker county district court May 24 by Judge Anton Thompson in the matter of the dissolution of the Detroit Lakes Milling Co., which set forth the court's ruling that a diesel engine at the mill is personal property and covered by a conditional sales contract of the respondent, Fairbanks, Morse & Co., and the chattel mortgage held by the respondent, the Becker County National Bank. Proceedings were stayed in the case 20 days.

Cannon Falls, Minn.—The J. G. Dill elevator was closed for repairs, getting ready for the arrival of the new crop.

Truman, Minn.—P. M. Brandt of North Redwood is the new grain buyer of the Truman Farmers Elvtr. Co., effective June 1.

Felton, Minn.—John Hoag, manager for the last five years of the Monarch Elvtr. Co. elevator, left with his family June 15 for Spokane, Wash.

Minneapolis, Minn.—The State Board of Grain Appeals at Minneapolis and Duluth held a joint meeting here June 20 to establish grain grades for the coming crop year.

Taunton, Minn.—Ferdinand Hartwick, 79, of Minneapolis, died June 17. Mr. Hartwick operated a grain elevator at Taunton for 22 years before moving to Minneapolis 13 years ago.

Halstad, Minn.—G. W. Holm, for six years manager of the Monarch Elevator at Thompson, N. D., has succeeded E. O. Turing as manager of the local Monarch Elvtr. Co. elevator.

Ceylon, Minn.—Ted Bode, who recently resigned as coach and superintendent in the public school at Woden, Ia., has entered into business here with his uncle, Neal Bode, operator of a grain elevator.

Duluth, Minn.—Volney Robb, with the Occident Terminal division of the Russell Miller Milling Co., has been elected a member of the Duluth Board of Trade to act as cash grain buyer on the floor.—F. G. C.

Brushvale, Minn.—The Kent-Doran Elvtr. Co.'s elevator was robbed during the night of May 27, 28 sacks of flaxseed reported missing by Mgr. G. M. Schuler, valued at \$126. The thieves gained entrance thru a driveway door which they forced open.

St. Paul, Minn.—The Minnesota unfair practices act, which provides a 10% retail markup, has been upheld by the State Supreme Court. Justice Royal A. Stone, who wrote the decision, said it was not an arbitrary act to "prohibit sales at less than actual cost, plus overhead."

Minneapolis, Minn.—The Farmers Union Grain Terminal Ass'n has leased elevator "M" and is arranging for space at the head of the lakes. It now has under its control all its original properties, including the sub-terminal at Willistan, N. D., as it marks the close of its second year. Company headquarters are at St. Paul.

Duluth, Minn.—F. B. Getchell, Duluth manager of Getchell-Tanton Co., will leave July 1 to make his home in Minneapolis and be associated with the office there. Mr. Getchell is vice-president of the Duluth Board of Trade and also a director of the Duluth Grain Commission Merchants Ass'n. E. A. Vivian of Duluth has been named manager of the local office.—F. G. C.

Perham, Minn.—Gerald Lee has been named manager of the International Elvtr. Co. elevator, succeeding Lester Ringdahl whose death by drowning was reported in the June 12 issue of the Journals. Mr. Ringdahl died in a vain attempt to swim ashore from an overturned boat to which his uncle and the latter's two sons from Lisbon, N. D., were clinging, 600 ft. from the shore. The latter's cries for help brought rescuers to their aid from shore. The boat capsized when its occupants, on a fishing jaunt, attempted to change seats.

Blooming Prairie, Minn.—The Blooming Prairie Farmers Elvtr. Ass'n in its annual meeting here June 5 adopted new amendments which change the by-laws of the organization, a step made necessary to enter the soybean and flaxseed processing business. Capital stock will be increased to \$750,000. According to the plan now formulated, the soybean processing plant will be built just south of the elevator on the site of the present coal sheds, which will be moved to another location. It will be modern, equipped with up-to-date machinery and will be in operation this coming fall.

MISSOURI

Brunswick, Mo.—The Hart-Bartlett-Sturtevant Co. installed a new truck scale at its local elevator.

Waverly, Mo.—The Alma Farmers Elvtr. Co. elevator was damaged by fire in May, started by burning cobs.

Jasper, Mo.—On May 31 the Roy R. Carter elevator sustained an electrical damage loss.

Louisiana, Mo.—A new electric truck lift has been installed at the Mo.-Ill. Co-op. Elvtr. Ass'n elevator, of which W. F. Moyer is manager.

Mexico, Mo.—John R. Harper, sec'y and treasurer of the W. W. Pollock Mill & Elvtr. Co., died June 15 at the Missouri Baptist Hospital in St. Louis.

Iantha, Mo.—Yeggs blew open the safe in the Farmers Exchange early June 7, escaping with \$329 in cash. Checks to the amount of \$500 in the safe were undisturbed.—P. J. P.

Rich Hill, Mo.—The Peoples Elvtr Co. under the management of Hubert Kienberger has remodeled and enlarged its driveway to accommodate large trucks; installed a new dump pit; enlarged its storage bins, increasing storage capacity 5,000 bus.; rebuilt a section of the elevator and remodeled the feed grinding room.

Pattonsburg, Mo.—A district meeting for grain dealers of the community will be held here the evening of June 27, under the auspices of the Missouri Grain Feed & Millers Ass'n. Another meeting is being arranged for Louisiana, Mo., for the near future. Great interest is being manifested in these local meetings, which are not only interesting but highly beneficial and instructive as well.—A. H. Meinershagen, sec'y.

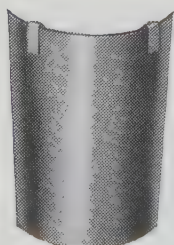
Higginsville, Mo.—An interesting meeting, held under the auspices of the Missouri Grain, Feed & Millers Ass'n, was held here the evening of June 20, with 35 grain dealers of the immediate territory attending. Charles Peterman of the Missouri Agri. Conservation Com'te was present and explained the uniform grain storage contract, after which there was a general discussion, plenty of questions arising in regard to this contract which Mr. Peterman endeavored to explain. A. H. Meinershagen, sec'y, was in charge of the meeting.

KANSAS CITY LETTER

Kansas City, Mo.—R. W. McGeary was elected to membership in the Board of Trade.

Kansas City, Mo.—Kelly Witter, 68, pioneer feed broker, died June 18 at St. Joseph Hospital after a lingering illness.

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Standard Sizes (8" top, 7" bottom and 9" top, 8" bottom). Special sizes to order.

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Inserted in a Worn
Flexible Spout Section

Kansas City, Mo.—The Salina Terminal Elvtr. Co., which recently leased the 1,000,000-bu. Alton Elevator of the Chicago and Alton railroad, has opened offices in the Board of Trade Bldg. Formal transfer of the Alton Elevator was effective June 17. The company will engage in a general grain merchandising business. R. W. McGeary, who has been assistant to B. K. Smoot, general manager of the Salina Terminal Elvtr. Co., at Salina, Kan., is manager of the company's business here. He is applicant for membership in the Board of Trade.

The Standard Elvtr. & Grain Division of Standard Milling Co. has leased Missouri Pacific elevator "B" and will put it into operation in a short time. The 2,500,000-bu. elevator is the newest in Kansas City. It was operated by Cargill, Inc., until a short time ago and prior to that was under lease to Continental Grain Co. Oscar T. Cook will manage the house under the new lessee, having as his assistant P. A. Kier, who has applied for membership in the Kansas City Board of Trade on transfer from C. W. Sherman. The milling company has storage for 1,500,000 bus. at its plant in Kansas City, Kan., and also operates the Wyandotte elevator with 1,000,000 bus. space.

MONTANA

Williams, Mont.—Irvin Windle has succeeded George Thorne as manager of the Cargill, Inc., elevator.

Ledger, Mont.—George Thorne, formerly of Williams, has been transferred to the Cargill, Inc., elevator here as manager, succeeding Howard Roe, who is now located at Conrad.

Conrad, Mont.—J. J. McLean has resigned as manager of the Cargill, Inc., elevator, the vacancy being filled by Howard Roe, for the last three years in charge of the company's elevator at Ledger.

Eureka, Mont.—C. L. Shuey and M. E. Eskes have opened a feed store under the name Eureka Feed Co., and will make a specialty of mixed feeds, handling, also, a complete line of all kinds of feeds. A feed grinder for custom grinding has been installed.

Hardin, Mont.—The Hardin Grain & Fuel Co. has let contracts to the Victor Construction Co. for the painting of its elevator, two coats of aluminum paint, pneumatic gun method, to match its galvanized steel-sided 50,000-bu. annex completed last year.

Molt, Mont.—The Molt Farmers Elvtr. Co. is having its pit repaired and two elevator legs remodeled, using modern high speed cups and two Gerber Sliding Distributors. It is also constructing a 12x24-ft. addition to its present office. Victor Construction Co. has the contract.

Fort Benton, Mont.—E. N. Colby, who resigned May 1 as manager of the Farmers Elvtr. & Trading Co., and was succeeded by Mr. Rodenburg, has returned as manager of the elevator following the latter's resignation the latter part of May. Mr. Colby had been manager for 10 years and had resigned to take an extended vacation.

DeSmet (Missoula p. o.), Mont.—First of the cattle shipments to the feed lots of the W. C. Harris Grain Co. arrived early this month, consisting of a 20-car train of 1,000 yearling Hereford heifers from Texas. The stock is to be topped off for market on by-products of the company's beet sugar factory on a four-month feed program.

Fairview, Mont.—The Fairview Mill Co. will install a Soweigh 20-ton, 26x9-ft. Truck Dump Scale with the new style grain beam.

NEBRASKA

Pierce, Neb.—The Farmers Grain Co. has built a new driveway to its scale.

Tobias, Neb.—N. E. Roth has added a corn sheller to his feed grinding business.

Gilead, Neb.—The Fuller Grain Co. sustained a small loss caused by high winds June 10.

Mullen, Neb.—The Farmers Elevator has installed a new 15-ton scale, with 9x18-ft. platform.

Ruby (Milford p. o.), Neb.—The Farmers Elvtr. Co. has reopened its elevator under the management of Rex Peters.

Filley, Neb.—The Farmers Co-op. Elvtr. Co. is covering its elevator with galvanized steel. The plant is being overhauled thruout.

Richfield, Neb.—John Helwig has built a grain elevator on his farm near here, with 5,000 bus. ear corn and 3,000 bus. small grain storage capacity.

Axtell, Neb.—The Axtell Grain & Elvtr. Co. recently installed a new feed grinder. The company also purchased an engine to use either natural gas or gasoline.

Wakefield, Neb.—The Farmers Elvtr. Co. has taken over the Corner gas station recently operated by Hans Lubberstedt, opening it under the management of Wayne Reed.

Neligh, Neb.—The Neligh Mills has re-roofed and relined its storage bins with heavy galvanized iron. The dynamo room, warehouses and main buildings also received new roofs.

Hay Springs, Neb.—The Farmers Co-operative Elvtr. Co. has moved into its new location, the former Kraus Elevator, which the company purchased several months ago. George Bacus is the manager.

Ashland, Neb.—The Farmers Union Elevator joined with members of the Farmers Union and Farmers Union Oil Co. recently in giving an entertainment and dance, with refreshments, in which over 300 persons joined.

Harrington, Neb.—An addition is being added to the John Herfkens elevator. The new structure is one-story, 42 x 20 ft. The present warehouse is being raised and renovated and equipment for a modern mixing feed plant installed.

Friend, Neb.—The Farmers Union Elevator has been given a coat of aluminum paint. General repair work was done on the structure, new windows placed in the motor room and a new leg belt installed. Merle Heinzman is manager.

Superior, Neb.—A joint district meeting of the grain dealers of this section was held June 13 at the Nebraska Hotel. J. N. Campbell, sec'y of the Nebraska Grain Dealers Ass'n, was in charge. J. F. Moyer, sec'y of the Kansas Grain, Feed & Seed Dealers Ass'n of Dodge City, Kan., was also in attendance.

Ithaca, Neb.—Many prominent grain men of the community and members of the Nebraska Grain Improvement Ass'n joined in the field meeting at the Saunders County test plot three miles east of here on June 20. Agronomists of the agricultural college were present and presented a comprehensive discussion of wheat varieties.

Friend, Neb.—The Friend Grain Co. has rebuilt its bins south of the elevator; placed a concrete foundation reinforcement under the west bins and east bins; rebuilt the bottoms of the bins; removed an old leg on the west end of the plant; installed a new distributor and automatic scale; installed a new hammermill with 30-h.p. motor. Mgr. Rains stated the company will produce livestock and poultry feed, to be sold under their name.

The Nebraska Grain Improvement Ass'n thru its sec'y, Glenn H. Le Doyt, announces this schedule of 1940 wheat test plot field days by counties: Colfax: June 26, Schuyler. Nuckolls: June 27, Superior. Adams: June 27, Hastings. Franklin: June 27, Macon. Buffalo and Kearney: June 28, Kearney. Frontier: June 28, Curtis. Lincoln: June 29, Sutherland. Hitchcock: July 1, Trenton. Hayes: July 1, Hayes Center. Dundy: July 2, Benkelman. Chase: July 2, Imperial. Garden: July 3, Oshkosh. Morrill: July 5, Dalton, and final meeting, Dawes: July 6, Chadron. A united front for wheat im-

WHY tell the world -- we've
no army -- no modern air
craft guns -- no artillery -- no
war munitions -- a few army
planes -- no modern rifles -- no
fighting spirit? -- it's not true.
We've resources and courage --
pep and enthusiasm aplenty --
may lack a little foresight -- and
common horse sense -- at times.
But America must -- wake up! --
fight her defense battles on
foreign soil -- save our homes
and firesides. Britain may fall
-- so wake up America -- full
speed ahead.

LOWELL HOIT & CO.

provement thruout Nebraska is being presented with the University of Nebraska College of Agriculture, grain interests and farmers all joining hands in the campaign, the work sponsored by the Nebraska Grain Improvement Ass'n, and unusual interest has developed around the testing program.

NEW JERSEY

Bridgeton, N. J.—The Berkowitz Feed Mill of Norma, N. J., has opened a branch store here, known as the Good Luck Store. A full line of feeds, poultry equipment and poultry remedies will be stocked. The store is being repaired extensively and an attractive display room is being planned.

NEW YORK

Bellaire (Queens p. o.), N. Y.—The grain and seed warehouse of George Haubitzer & Co. was destroyed by fire June 15.

Buffalo, N. Y.—The Ralston Purina Co. has filed plans to erect a \$2,500 building on its property at 836 Elk St.—G. E. T.

Oswego, N. Y.—William C. Tench, general eastern field manager for the Shellabarger Mill & Elvtr. Co., Salina, Kan., died June 9, at the home of his sister here, of a coronary thrombosis.

Buffalo, N. Y.—Complaint of Local 19184, Flour, Feed & Cereal Workers' Federal Union, that the Purina Labor Organization, independent union of the Ralston Purina Co., is "company dominated" was dismissed by the National Labor Relations Board. That decision reverses the intermediate report of Trial Examiner Webster Powell, who, after conducting hearings in Buffalo, found that P. L. O. was "company dominated" and ordered its disestablishment.—G. E. T.

Buffalo, N. Y.—Assurance that no labor trouble will interrupt the grain movement thru Buffalo this season came when representatives of Grain Elvtr. Housemen's Union, Local 1286, signed an agreement with the Elvtr. Managers' Com'te covering the 1940 contract. It marked the seventh consecutive year that an accord has been reached on the season's contract, without undue delay. The wage scale in the new contract is the same as that in effect last year. Recently the Managers' Com'te reached an agreement with the Grain Scoopers' Union.—G. E. T.

Scoular-Bishop Grain Co.

GRAIN MERCHANTS

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Tag Heppenstall Moisture Meters

and a complete line of grain and seed testing equipment. Every item guaranteed up to government specifications.

HARRY B. OLSON 211 W. Wacker Drive CHICAGO, ILL.

Lyndonville, N. Y.—The Page Milling Co. plant, formerly the Lyndonville Roller Mills, which was recently damaged by fire, is being rebuilt by William Page, the owner. New equipment will consist of a 50-bbl. picking mill, Kelly Duplex 1-ton feed mixer, Kelly Duplex Corn Cracker and Grader, Kelly Duplex Sheller, and Eureka Scourer, milling separator and drop gear packer, and separator. The mill will be driven by a six cylinder IHC 80-h. p. Diesel Engine.

NORTH DAKOTA

Woburn, N. D.—The Fairview Mill Co. will install a 20-ton, 26x9-ft. Soweigh Truck Dump Scale.

Harvey, N. D.—The Harvey Farmer's Union Elvtr. Co. will erect a modern, iron-clad grain elevator.

Park River, N. D.—Lars Hylden has sold his elevator and seed business here to the Farmers Union Elvtr. Co.

Corinth, N. D.—The Corinth Farmers Elvtr. Co. sustained a small loss May 31 when high winds damaged its plant.

Lidgerwood, N. D.—The Farmers Elvtr. Co. will add a grain storage warehouse to its elevator property. W. J. Parizek is manager.

Sykeston, N. D.—Gilbert Johnson, former manager of the Andrews Grain Co. elevator here for several years, died June 18 at a Jamestown hospital.

Cooperstown, N. D.—A. I. Sharpe of Glenfield has been named manager of the Coopers-town Co-operative Ass'n, succeeding the late A. W. Anderson.

New Rockford, N. D.—Improvements including a new scale and driveway are under way at the National Atlas Elevator here of which Val Reider is manager.

Glenburn, N. D.—The Farmers Union Co-operative has purchased the grain elevator of J. V. Pappenfus (Melrose, Minn.) and appointed Roland Johnson manager of the business.

Grand Forks, N. D.—The new durum unit of the State Mill & Elvtr. will be ready for operation when the new crop begins to move. It will have a capacity of 1,200 bbls. daily.

Taft (Hillsboro p. o.), N. D.—The Eldorado Elvtr. & Trading Co. closed its elevator for two weeks, recently, when the grain pit was repaired and a new boot installed. Alfred Overmoe was re-elected manager.

Butte, N. D.—A Farmers Union co-operative group has purchased the old Farmers elevator building and is remodeling it for use this year. A new foundation is being placed under the structure, new pits, new driveway scales and new motors are being installed. Arnold T. Skarsgard has been hired as manager.

Garrison, N. D.—The Farmers Union Elvtr. Co. is building an elevator, reconstructed from material brot from Beyer's landing where an elevator, purchased by the company, was taken down. The company also purchased an elevator from the O. & M. Elvtr. Co., which will be used as an annex to the building now under construction. The Hogenson Const. Co. has the contract.

OHIO

Washington C. H., O.—Eshelman Feed, Inc., has been chartered; capital stock, \$75,000; incorporators, Robert D. Musser, Herbert R. Eshelman, John W. Eshelman.

LIBERTY GRAIN BLOWERS

fill cars to capacity without inside scooping in 1½ to 2 hours. Saves expense of scooping labor, and loads more cars per day. Easily moved from place to place. The only thing for loading cars on R.R. spurs. Write for particulars.

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answers your surplus storage problems. 5 sizes, 500 to 2250 Bu. Easy to move or erect. Extra profit also selling bins to your farmer customers who require farm storage. Also steel Corn Crib. Write for particulars.

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Thackery, O.—The Shepard Grain Co. elevator was damaged by high winds in June.

Amanda, O.—High winds recently damaged the Huston Grain Co. elevator. The loss was small.

Ottawa, O.—The Ohio Sugar Co.'s alfalfa dehydrating plant started its season's run early this month.

Van Wert, O.—Arrangements are under way for the second soybean show to be held here Jan. 21, 1941.

Columbus, O.—At the recent meeting of the Ohio Grain, Mill & Feed Dealers Ass'n, the directors of the ass'n voted to hold a fall meeting, September or October, in Lima.

Beverly, O.—The Hook Feed Store, under the management of Andrew Hook, has opened for business in the Taylor building, and will handle all kinds of feed for stock. A new mill and power plant has been installed and is ready for business.

New Bavaria, O.—The Farmers Elevator has purchased a total of eleven electric motors of various size, complete with starters, drives and also a drag and several complete head drives, the equipment furnished by the Sidney Grain Machry. Co.

Hancock (McComb p. o.), O.—The McComb Farmers Co-op. Co. has installed a new hammermill with motor, starter, V drive, collector, and ton Sidney Vertical Feed Mixer with motor and V drive, purchased from the Sidney Grain Machry. Co.

Pikeville (Greenville p. o.), O.—Wilbur H. Griner, manager of the Versailles Grain Co. elevator for the last 16 years, has taken over the Pikeville Elevator which he opened for business on June 10. The elevator has been equipped with modern machinery and will handle a complete line of feeds, seeds, grain, coal, etc.

Fostoria, O.—Experimental tests and trial operations of the new Swift & Co. soybean plant will start about June 30. Operations will begin shortly thereafter on soybeans from last year's crop. Full operations will not start until the fall crop of beans arrives. Tentative plans call for an "open house" at the plant July 8 and 9 for grain dealers and farmers.

Tiffin, O.—Ralph D. Sneath, a member of the former Sneath-Cunningham Co., died in a hospital at LaPorte, Ind., June 9 of injuries suffered in an automobile collision near there May 29. He was enroute to Chicago for a Memorial Day visit. He was 77 years old and started in the grain business in 1890 in partnership with A. A. Cunningham. At the time of his death he was chairman of the board of the Commercial National Bank.

Defiance, O.—Citizens who have protested to the health board, declaring the new alfalfa mill of the Miller Feed Co., located at the old Defiance Box Co. building, constitutes a nuisance, have been urged by Mgr. Glenn L. Miller to exercise patience in the matter, assuring them new machinery already on the way, when installed, will relieve the situation of which they complain. A dust control already has been provided. Petition signed by citizens declared the "odor, dust, noise, moisture, mist and secretions constitute a nuisance and damage."

Florida (Napoleon p. o.), O.—Managers and directors of co-operative elevators in north-western Ohio, meeting here June 3, heard Denton C. Crowl, Toledo, explain the nation-wide movement to organize little business men for protection of their mutual interests and to safeguard traditional American methods of doing business. Among those taking part on the program was A. A. Bane of Toledo, manager of the Toledo Soybean Products; Carl Helberg, Okolona president of the Northwestern Ohio Farmers Grain Dealers Ass'n, who presided; dinner was served in the school hall. Music was furnished by the school band and in the afternoon elevator managers defeated a team of salesmen at softball.

OKLAHOMA

Enid, Okla.—The West Side Feed Store was damaged by fire on May 27.

Thomas, Okla.—The E. B. McNeill Grain Co. has installed a new 9x34 ft. scale.

Okarche, Okla.—The Dow Grain Co., recently purchased a manlift, and complete 10 h.p. head drive and miscellaneous equipment furnished by the Sidney Grain Mach. Co.

Cheyenne, Okla.—The W. L. Chalfant Grain Co. elevator has been opened, ready to receive the 1940 wheat crop.

Boise City, Okla.—The Security Elvtr. Co. is re-opening its elevators here and at Sturgis in anticipation of the first wheat crop to be raised in the "dust bowl" in over five years.

Selman, Okla.—The Buffalo Farmers Co-op. Elevator has leased the Farmers elevator from Philip Yauk for the second year and re-opened it June 14 with A. R. Shelton of Buffalo in charge.

Bessie, Okla.—Pete Rogalsky & Sons have leased the elevator from Mrs. Gerlach and have installed a new scale and weighing room, making other improvements in readiness for the harvest season.

Enid, Okla.—The Oklahoma Grain & Feed Ass'n recently enrolled the following new members: Stanislaus Hay & Grain Co., Vinita; Witt & Stokes, Vinita, and Fairland Grain Co., Fairland, Okla.—E. R. Humphrey, sec'y.

Oklahoma companies reporting damage at their plants caused by recent high winds and hail include the Chickasha Milling Co., Chickasha; Shawnee Milling Co., Shawnee; Feuguay Grain Co., Knowles; Yukon Mill & Grain Co., Yukon.

Buffalo, Okla.—The Enid Elvtr. Corp., which has leased the Beeman-Berryman elevator, did not renew its lease on the house at its expiration June 1, and the elevator has been closed. Jim Litz was managing the elevator for the Enid corporation.

Checotah, Okla.—The Jennings Flour Mills Co. of Oklahoma City is building a mill and elevator on the M-K-T right-of-way, the elevator to be ready for operation July 1. The mill will retail feed and flour and will buy oats, barley and corn of the 1940 crop.

Waurika, Okla.—H. M. Malone is new manager of the Kimbell Milling Co. elevator, formerly the old Waurika elevator, recently taken over by the Kimbell interests. He will conduct his feed business from the elevator, where a grist mill will be installed.

Gibbon, Okla.—The Farmers Elvtr. Co., of Wakita has acquired the Farmers Elvtr. Co. elevator and is improving it by adding a 5-bu. Richardson Automatic Shipping Scale, a 10-h.p. inclosed motor, and modernizing the wiring. Chalmers & Borton are making the improvements.

Enid, Okla.—A fine district meeting was held at Vinita Saturday, June 15. Although not large, the attendance was satisfactory and a feature of the meeting was discussions on various topics interesting to all present. Vice Pres. E. S. Bouldin presided and led the discussions on crop reports, the loan program and other matters of interest. Mr. Bouldin has been advising us of a lack of moisture in the eastern part of the state until the last four weeks. Since then plenty of moisture has been received in the eastern part as well as the western part of the state. This has revived prospects for all grains, and now the eastern part of the state reports a fine prospect for oats, with increased acreage, a good prospect for corn and a slightly improved prospect for wheat, although the wheat acreage is reported as less than last year.—E. R. Humphrey, sec'y, Oklahoma Grain & Feed Dealers Ass'n.

PACIFIC NORTHWEST

Kiona, Wash.—S. E. Sampson is constructing two large grain bins here.

Moscow, Ida.—Latah County Grain Growers, Inc., is remodeling its elevator.

Portland, Ore.—Charles Ullman purchased from W. W. Wilcke his feed mill at S.E. 82nd Ave. and Lambert St.

Huntsville, Wash.—The Touchet Valley Warehouse Co. is repairing its elevator and increasing its storage capacity.

Sandpoint, Ida.—The Co-op. Gas & Supply Co. will remodel its grain elevator and gas station at Fifth and Church Sts.

Ferdinand, Ida.—Charles Daniels of Lapwai has succeeded Lee Lowry as manager of the Lewiston Grain Growers, Inc., elevator.

Prosser, Wash.—Will Evans, of Rattlesnake community, is building a grain elevator on his ranch. C. J. Alexander is putting a new concrete foundation under the grain elevator on his farm.

Whitstran (Prosser p. o.), Wash.—S. E. Sampson is building and repairing warehouses here, getting ready for bulk wheat storage.

Pomeroy, Wash.—Pomeroy Grain Growers will install a 20-ton, 24x9 ft. Soweigh Truck Scale, equipped with new style grain beam.

Batum (Ruff p. o.), Wash.—The Odessa Trading Co. let a contract to Schauer Bros. recently for a new grain elevator to be constructed here.

Ritzville, Wash.—The O'Neill Grain Co.'s new elevator has been completed. The structure has a 40,000-bu. capacity. Merle Johnston is local manager.

Coulee, Wash.—Roy Goodall, of Portland, will be in charge of the Farmers Union Grain Co.'s new elevator and warehouse which start operations soon.

Mabton, Wash.—The cupola of a grain elevator owned by Ray Powell has been torn away and the standing structure rebuilt into a storage plant and warehouse.

Reubens, Ida.—The Lewiston Grain Growers, Inc., is building an 80,000-bu. addition to its local elevator, increasing the total capacity of the elevator to 140,000 bus.

Rodna, Wash.—Cheney Grain Growers new 92,000-bu. bulk grain elevator is ready for operation. The metal covering will not be completed until next year, after the building has been allowed to settle.

Cottonwood, Ida.—Lee Lowry, Ferdinand, has been made manager of the Lewiston Grain Growers, Inc., elevator, succeeding the late John J. Ries who had been manager for the last 10 years. Mrs. Ries will continue as bookkeeper.

Kennewick, Wash.—Archer-Daniels-Midland Co. plans to open an office here early in July, to buy grain to be shipped to the company's large elevator at Vancouver, Wash. Shipments are expected to be principally by barge, thru the port of Kennewick.

Eltopia, Wash.—H. Vogler and Kenneth Owsley to handle their wheat crops are constructing a 26,000-bu. elevator here on the site of the blower apparatus formerly used by Mr. Vogler and which has been removed. Contractor Yates is in charge of the work.

Pomeroy, Wash.—Work has started on the feed plant of the Centennial Mills, Inc., just east of the new 110,000-bu. elevator, now nearing completion. The feed mill will have ground dimensions 36x60 ft. One half of the building will be 32 ft. in height—two stories—while the rest will be 14 ft. high. There will be a 30x36 ft. basement. The building will have a concrete floor, rustic siding and metal roof. A steam barley rolling feed mill will be installed.

Dallas, Ore.—An addition to the Farmers Union Co-operative warehouse is being constructed to house the office, display room and seed laboratory. The new building is a one story affair, 31x62 ft. in size. A large reinforced vault is being built in the building. It is planned to build 24 bins for bulk storage of grain over the office quarters in the main building when the new office is completed and the old one vacated. New equipment for the coming harvest is being installed, including a new seed and grain cleaner and a seed grader.

Almira, Wash.—Construction has started on a 55,000-bu. bulk annex to the present elevator of the Almira Grain Growers, Inc. The building will be 40 x 40 ft., 50 ft. high, of cribbed construction; with nine deep bins and one small bin, to be used for accepting bulk wheat for grinding purposes. A spout will be installed for loading trucks bulk. A 12-inch conveyor will be installed in the head house leading into a distributor; another conveyor will run from the new structure into the boot of the present elevator. C. G. Shively has the contract.

Lewiston, Ida.—Lewiston Grain Growers, Inc., in its annual meeting held at the Lewis-Clark Hotel June 10, heard Gov. Clarence D. Martin of Washington in an exhortation for the preservation of democracy, which he held the major problem of today. He urged Americans not to take fine institutions of the nation "for granted." Howard Roup was elected president of the Grain Growers; all directors, with the exception of the retiring president, were re-elected, Wesley Webb Reubens becoming a member of the board to fill the vacancy. J. W. Shepard, who was made chairman of the Pacific Northwest Grain Dealers Ass'n transportation com'te at its recent annual convention at Pendleton, is the Lewiston Grain Growers, Inc.'s manager.

Portland, Ore.—The J. J. Ross Milling Co. recently purchased two 50 x 100 ft. tracts of land at N.E. 3d Ave. and Irving St. from Frank K. Hummell and G. F. Peek.

Seltice (Farmington p. o.), Wash.—The Farmers Warehouse Co. has purchased the new 60,000-bu. elevator built by the Palouse Grain Co. recently. It is carrying on a general merchandising business in the remodeled E. E. Paddock store building also. C. S. Blickenderfer is the company's manager.

Malad, Ida.—The Crowther Bros. Milling Co. is building eight concrete storage bins with approximately 220,000-bus. of wheat capacity. Steel forms are being used instead of wood forms in construction for the laying of concrete. Four large bins, built eight feet apart, with a 30 ft. diameter, and 75 ft. in height will have a capacity of 45,000 bus. Four smaller bins laid inside, will have a capacity of 10,000 bus. The bins will be completed by harvest time. T. F. Budge is in charge of construction.

Portland, Ore.—Another step forward in the development of grain traffic on the Upper Columbia River was made recently when installation of a suction grain unloader was completed at municipal terminal No. 4 on the face of pier No. 10. Previous to installation of the suction unloader, the bulk grain was discharged from the barges here by means of a cumbersome clam-shell bucket. The new device has an estimated unloading speed of 100 tons an hour, for either ship or barge. Suction for the unloader is supplied by a 200-h.p. motor. The dock commission did not agree to install the unloader until Upper Columbia grain men assured a steady flow of grain downstream to make the installation worth while.—F. K. H.

Pomeroy, Wash.—The steam boiler in the chop mill of the Pomeroy Warehouse & Feed Co. exploded with a terrific blast that totally wrecked that section of the mill the morning of June 6. The 3,000 lb. boiler was blown thru the roof, 60 ft. in the air and over electric cables strung on 30-ft. poles, landing in the middle of an adjacent street. The annex building was shattered and splintered like kindling, part of the building being blown across the spur track and against the brick warehouse west of the

mill. No one was injured, two workmen had just stepped from the boiler room and were entering the mill proper when the explosion occurred. Fire in the boiler room was extinguished before it spread to the adjoining mill.

PENNSYLVANIA

Harmony, Pa.—Frank Knauff is sole owner and manager of the Harmony Cereal Mills, the partnership between him and Edward Knauff having been dissolved by the retirement of the latter.

Columbus, Pa.—The new Meyerink Milling Co. mill is rapidly nearing completion on the site of the plant destroyed by fire last fall. The mill is of sheet metal construction and is expected to be ready for operation late this summer.

Berwick, Pa.—Luther Young, 27, owner of an extensive feed business, was killed when his airplane crashed near the Pittsburgh airport June 9. With a companion, who also was killed, he was flying his plane at an altitude of 300 ft. when it suddenly nose-dived.

SOUTH DAKOTA

Bonilla, S. D.—John Determan, manager of the Farmer's Grain & Lumber Co. for the last eleven years, has resigned.

Astoria, S. D.—Norman Bergheim, formerly of Brookings, has been transferred here to manage the George P. Sexauer & Son's local elevator.

Pierre, S. D.—A hearing to consider conflicts between the federal grain storage agreement and the state warehouse laws was held here June 18.

Huron, S. D.—Elevator operators joined in a statewide meeting of elevator ass'ns June 8 at the Marvin Hughitt Hotel to discuss commodity loans and crop insurance. Alfred L. Johnson, acting chairman of the South Dakota conservation com'te, was in charge, and a Washington representative of the agricultural adjustment administration assisted in the discussion.

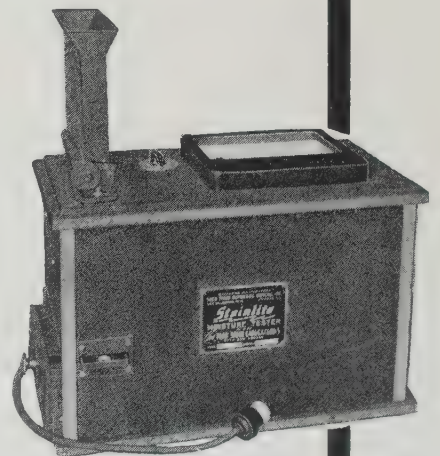
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AS SMALL GRAINS, SEEDS, Etc.**

Consider before you buy. Protect your investment with a Moisture Tester that leading elevators and mills have shown to be a time-saver and profit-maker—the Steinlite was designed and built to do a thorough job and not to meet a price.

The Steinlite will meet all commercial requirements — with it anyone can make accurate tests on all products, regardless of high moisture content or size — and complete the test in one minute! It is precision built of high quality material and operates as easily as a modern radio; no special experience is necessary. It is compact, portable and fully guaranteed. The Steinlite may cost more but it is the unit that will profitably serve your needs . . . and when effective moisture testers can be built for less money, we will supply them.

NOTE: Last season we could not supply the sudden demand for Steinlites, therefore may we urge that you order now — and also any other grain grading equipment you may need for new crop movement.



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620 BROOKS BUILDING
CHICAGO, ILLINOIS



Largest distributors of Grain, Flour and Seed
Testing Equipment in the World. Founded 1912

Revillo, S. D.—The Farmers Co-op. elevator is being remodeled.

Roslyn, S. D.—Stian K. Stianson, manager of the Miller Elvtr. Co. elevator since 1917, has resigned and Oscar Gilbertson has been named to succeed him.

New Effington, S. D.—Leo Moe is the manager of the Farmers' Co-operative Elvtr. Co. elevator, succeeding Mr. Rosholt who will operate a Farmers' elevator at Rosholt.

McIntosh, S. D.—George Moe, manager of the local Equity Union Exchange grain elevator, has resigned to accept the management of a grain elevator at Pierpont, S. D.

SOUTHEAST

Bluefield, W. Va.—The Bluefield Milling Co., oldest industry in Mercer County, has been bot by the Farm Service Co., a division of General Mills, Inc., Minneapolis, change effective July 1. The entire personnel of the mill will be retained. For the present the flour mill will not be operated, the new owners concentrating on the manufacture and sale of feeds and meals.

TENNESSEE

Nashville, Tenn.—A 40,000-bu. addition has been completed at the Continental Grain Co.'s West Nashville Elevator to take care of local truck wheat and the truck trade with mills thru this territory. The new warehouse also has sacking facilities.

TEXAS

San Antonio, Tex.—William Benjamin Ogden, 68, retired grain dealer, died suddenly May 27 of a heart attack.

Abernathy, Tex.—The Co-op. Grain Co., a co-operative marketing ass'n, has been organized; capital stock, \$50,000; incorporators, R. A. Lutrick, W. A. Waters and Christ Benn.

San Antonio, Tex.—The Grain Storage & Warehouse Co., Inc., has been organized, with \$10,000 capital stock, to operate elevators. Incorporators are J. D. McIver, Hula McIver and Fred Whitley.

Goose Creek, Tex.—C. (Cliff) Berkman is the head of the newly organized Cliff's Feed Store which occupies the recently remodeled A. E. Drew & Co., Inc., warehouse, offering complete dairy and poultry service.

Coleman, Tex.—The Wilson Grain & Elvtr. Co. has added 15,000 bus. additional storage at their plant. The unit consists of two tile bins, each 35 ft. high, constructed of a new type tile, Vertical Cell Face, which provides an 8-inch wall properly insulated and fire proof. Charles R. Wilson is manager of the company.

Friona, Tex.—The Santa Fe Grain Co. under the direction of the manager, G. Cranfill, is adding five large metal grain storage bins with a capacity of 20,000 bus. each, a total of 100,000 bus. They will be located on a line between the two elevators with an overhead and underground connection with both, using a screw conveyor overhead and a belt carrier underground.

Happy, Tex.—The Kimbell Milling Co. is the new owner of the Swisher County Grain Co. elevator, purchasing it from C. O. Byrnes of Dimmitt. Mr. Byrnes bot the elevator last April from the Farmers Grain & Elvtr. Co. Lloyd Airhart has been retained as local manager and the elevator will be known as the Kimbell Elevator. An extensive repair program begun by Mr. Byrnes will be carried on by the new owners. The elevator office has been remodeled, a new scale installed, and other needed improvements made.

WISCONSIN

Milwaukee, Wis.—A marine leg has been installed at the Stratton Grain Co. Kinnickinnic elevator.

Winchester, Wis.—Henry L. Johnson, 73, retired feed mill operator, died June 6 at his home here.—H. C. B.

New Richmond, Wis.—The New Johannesburg Cheese factory has installed a modern feed mill. Alvin Olson is proprietor.

Prairie Du Chien, Wis.—Charles Foran is building a structure on new location just north of his present building where he handles grain and feed.

Appleton, Wis.—Charles W. Mory, 89, formerly associated with the grain business in this city, died June 18 at his home here.—H. C. B.

New Holstein, Wis.—George H. Schroeder, 76, for many years associated with the H. C. Timm Co. as a grain dealer, died June 14 in a New London hospital.—H. C. B.

Superior, Wis.—J. L. Levens, chief grain inspector of the Wisconsin Grain & Warehouse Commission, has devised and copyrighted a chart designed to simplify the inspection and grading of all the various types of grain.—H. C. B.

Milwaukee, Wis.—Pres. Ed. Hiemke, of the Milwaukee Grain & Stock Exchange, staged his annual party for members June 18 at his summer home on Silver Lake, near West Bend. Chicago guests included Gus Klein and D. D. Durbin.—H. C. B.

Milwaukee, Wis.—The Froedtert Grain & Malting Co. on June 18 declared the regular dividend of 30c per share on its preferred stock payable July 24 to stockholders of record July 15. A common dividend of 20c per share payable July 24 was declared also to stockholders of record July 15.

Supply Trade

Milwaukee, Wis.—Gen. Otto Falk, chairman of the board of Allis-Chalmers Mfg. Co. died May 21.

Lewistown, Mont.—O. Corcoran, formerly with J. B. Ehsam & Sons Mfg. Co. has been appointed sales engineer for the Victor Const. Co.

Omaha, Neb.—A new 52 x 165 ft. one-story reinforced concrete addition has been built on the plant of the Puritan Co., managed by W. Charnley, to nearly double the size of the plant to make room for the company's thriving business in sheet metal work.

Spokane, Wash.—Robert C. Alloway, widely known building contractor, was instantly killed June 1 in an automobile accident. Mr. Alloway, was a member of the firm of Alloway & Georg which has built many grain elevators in the Pacific Northwestern states.

Minneapolis, Minn.—The Cleland Mfg. Co. has appointed the following sales agents: For the Pacific Northwest, H. H. and H. B. McVeigh, Spokane; Illinois, Missouri and Kansas, E. J. Boyce & Son, St. Louis; Oklahoma and Texas, J. B. McDowell, Oklahoma City, Okla.

Houston, Tex.—Morse Chain Co. has recently opened a branch office here to serve the southwest. Complete stocks of the Morse line of power transmission products will be carried at the Houston branch. The office will be in charge of Bob Koch who has been with company for the past thirteen years, the last five of which he has acted as assistant sales manager.

New York, N. Y.—The new program of Innis, Speiden & Co. for effective pest control, including grain treatment, and extermination of rodents, should be of interest to every operator of an elevator, or mill. Complete information will be sent readers of the Journal who write the company direct.

Buenos Aires, Argentina.—Bids are being received by the Comision Nacional de Granos y Elevadores, Ing. Emili A. Coni, president, for the furnishing of machinery for the large new grain elevator being built at Puerto Nuevo, the German firm to whom the contract was let originally being unable to make delivery in August.

La Crosse, Wis.—The Federal Trade Commission announced May 29 it has charged the Pyroil Co. with misrepresentation in the sale of its lubricating product. The Commission holds that the product, when added to gasoline or motor oil, does not double the life of an automobile engine, increase power, add mileage, reduce friction, lower temperatures, or eliminate carbon, as claimed.

To Take Over Wolf Co. Line

Kansas City.—S. H. Stoltzfus, president and general manager of the General Mill Equipment Co., has announced the completion of arrangements with the Wolf Co., manufacturers of milling machinery, whereby his company will act as sole distributors for all Wolf machinery throughout the United States. Manufacturing facilities will be continued at the large plant in Chambersburg, but with additional manufacturing at the Kansas City plant of the General Mill Equipment Co.

Under the new arrangement the complete line of flour, corn, cereal and feed mill and special machinery of both companies and complete engineering service are made available through the General Mill Equipment Co. for both the domestic and foreign trade. The General Mill Equipment Co. will continue to operate its business in Kansas City, handling all mill supplies as well as roll grinding and corrugating work.

Mr. Stoltzfus, president of General Mill Equipment Co., will maintain his headquarters at Kansas City as general managing director of the company. B. S. Sierer, who has been associated with Mr. Stoltzfus at Kansas City for a number of years and previously with the Wolf Co. for more than 20 years in the engineering department at Chambersburg, is being placed in charge of the eastern division of General Mill Equipment Co. with offices in Chambersburg.

H. A. Wolf, vice-president of the Wolf Co., a grandson of the original founder of that company and a son of the former active head, will be in charge of production at the Chambersburg plant.

C. W. Gemlo, vice-president of General Mill Equipment, in charge of production and for 17 years previously associated with the Strong-Scott Mfg. Co., will be retained in Kansas City.

"RANDOLPH"

OIL-ELECTRIC GRAIN DRIER

The Drier Without a Boiler

ASK THE MAN WHO HAS ONE

THAT'S ALL

MANUFACTURED BY

O. W. RANDOLPH COMPANY

3917-21 Imlay St., TOLEDO, O., U. S. A.

Grain Carriers

Shortage of vessel room on the Pacific Coast is expected to divert a substantial quantity of north Pacific wheat by rail to Duluth, Minn.

Grain and grain products were loaded into 30,456 cars during the week ended June 15, compared with 38,811 cars during the like week of 1939 as reported by the Ass'n of American Railroads.

Rates on grain and grain products from Emden and Bell, Ill., to Pekin are increased in Illinois Central Tariff supplement No. 14 to tariff 1537-K, and supplement No. 25 to Ill. C.C. No. A-1520, effective July 1.

The matter of reshipping rates at Chicago on grain arriving by river and going out by rail is in the hands of the examiner of the Interstate Commerce Commission, who has not yet made his recommendations.

The Supreme Court of the United States on May 20 sustained an order by the Interstate Commerce Commission holding unlawful tariffs filed by 41 trucking concerns for handling less than truck-load shipments, thus reversing the district court injunction restraining the Commission from canceling the tariffs of proposed rates.

The Idaho State Grange has a complaint before the Interstate Commerce Commission asking equalization of all branch line rates from Idaho points to a parity with main line rates and asks a reduction on the rate for shipping grain and grain products to the east. Ted Brasch, sec'y of the Pacific Northwest Grain Dealers Ass'n, attended a meeting recently at Lewiston to consider the complaint.

The eastern railroads, according to Walter S. Franklin, traffic manager of the Pennsylvania, have planned a new system of rates intermediate between the present carload and less-than-carload rates, to be known as "quantity rates." Another proposal would reduce rates on a number of commodities which are of high weight density and may be loaded economically. "There are hundreds of commodities of the type described," he asserted, "on which the rates should be reduced."

Dismissal of the complaint of the Nebraska-Colorado Grain Producers Ass'n against grain rates from points in northeastern Colorado and southwestern Nebraska to Omaha and Council Bluffs is recommended by Geo. J. Hall, examiner for the Interstate Commerce Commission, as the rates were not shown to be unreasonable or unlawful. The examiner also recommended dismissal of a complaint by the Board of Trade of Kansas City and the Grain Exchange of St. Louis against the present rates from northeastern Colorado and southwestern Nebraska to Kansas City and St. Joseph.

On petition by the Chicago railroads asking for a re-opening of the grain door case the Interstate Commerce Commission has postponed the effective date of the tariff from July 20 to a date set in a later order. The complaint against the charge of \$2.25 per car for material and labor of installation in the Chicago switching district was initiated by the Chicago Board of Trade Transportation Department. Of the charge 66 cents is for labor of installation. The courts and the Commission have held that doors should be furnished without charge, as a part of the car. The eastern and southern railroads do not make the charge. At Chicago this charge for doors on crosstown movement of grain is unfair, as there are charges for switching of \$3.25; \$3.75 for a 2-line switch and \$4.50 for a 3-line switch. A hearing for

which the date has not been set will be held at Chicago. Meantime nothing is being paid, as the Illinois Commerce Commission has ruled against it.

Waterways Studied by Cooperatives

Thirty officers and directors of cooperative elevator ass'ns in Nebraska, Iowa, Kansas and Oklahoma gathered for the annual midsummer convention of the National Cooperative Elevators Ass'n at the Fontenelle Hotel in Omaha, Neb., May 27 and 28.

Presiding over the three business sessions held were President Oscar Heline, Marcus, Ia., and Sec'y Frank Rutherford, Omaha, Neb. Business sessions were devoted largely to discussions of ways and means for building ass'ns, and building cooperative elevators, but in general sessions the delegates heard Wm. McArthur, Washington, D. C., representing the A.A.A., tell of the accomplishments of the latter in holding grain back on the farms, and Attorney C. E. Childe, Omaha, tell of development of the barge channel on the Missouri river.

McArthur repeated remarks made at other conventions which have been and are currently reported in the Journals, claiming credit for the A.A.A. for increases in the prices of farm grains, while creating a full granary to guard against future needs in livestock feeds and grain products.

Childe outlined the possibilities in waterway transportation of grain down the Missouri river, which he believed will reduce the costs of moving grain to consuming centers, and raise prices for the producers. He explained that private operators, line elevator operators and cooperatives are planning construction of barge loading elevators up and down the banks of the Missouri, and said that assurances of a supply of barges had been given by inland waterways operators as soon as the War Department approves the channel in the Missouri river for public operation of barges. Barges are now operated on the river privately by the Socony-Vacuum Oil Co., he said, which plys the river at its own risk, but barges for bulk grains and general freight are not expected to be made available until approval of the channel is given.

The channel to Omaha is regularly six feet deep now, he said, and army engineers have reported that present waters impounded behind Montana's Ft. Peck dam will assure maintenance of this depth if their use is permitted.

Sec'y Rutherford said the Wheeler-Lea bill in Congress, which sought to place barge traffic under the restrictive control of the Interstate Commerce Commission, has been recommitted to a conference committee and is not likely to come before Congress again at this session. Opposition to the bill by farm groups, he said, was a deciding factor in sending it back to committee.

A resolution adopted by the convention opposed passage by Congress of a relief appropriations bill now pending which would deny to farmers taking farm loans from the Farm Security Administration, the right to use a portion of such loans to buy stock in local cooperative companies.

Reduced Rates to Atlantic Ports

Effective July 1 the thru rates from stations on the Alton Railroad in Illinois to the Atlantic seaports on grain only (wheat, corn, oats, rye and barley) are reduced 4 cents per 100 pounds and are via Chicago on the basis of the specific, or proportional, to Chicago plus 12 cents to Baltimore and Norfolk, subject to minimum thru rate of 22 cents. The rates to Philadelphia are ½ cent and to New York and Boston 1½ cents higher than the rate to Baltimore.

Effective July 2 the thru rates from Illinois stations on the Baltimore & Ohio Railroad and Pennsylvania Railroad to the Atlantic seaports for export on grain only (wheat, corn, oats, rye and barley) are via Chicago on the basis of the interstate local rate to Chicago plus 12 cents to Baltimore and Norfolk, 12½ cents to Philadelphia and 13½ cents to New York and Boston. The routing from stations on the B&O and Penna is in connection with the Alton to Chicago.

The B&O and Penna, effective July 1, reduced their thru export rates on grain by 4 cents, to apply via the direct routes, and not via Chicago.

The basis referred to of 12 cents from Chicago to Baltimore is used only for the thru rates from Illinois stations on the Alton, B&O and Penna, which are reduced 4 cents and does not apply to any other rates from Illinois or from points west and north of Illinois.

The British Purchasing Commission has offered to buy carloads of dry skim milk, equivalent to about 1,000,000 pounds. The monthly consumption in the United States is over 30,000,000 pounds.

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Field Seeds

Eldorado, Tex.—Perry Johnson has opened a retail store with a complete line of field seeds.

Gilroy, Cal.—A seed warehouse, 52x100 ft., is being built by the Pieters-Wheeler Seed Company.

Charlotte, N. C.—Jas. Kell Wolfe, who engaged in the seed business 6 years ago, died May 23, aged 82 years.

Columbia, S. C.—A state seed council is to be formed, according to J. Roy Jones, state commissioner of agriculture.

Story City, Ia.—Arnold and Vernon Anderson have purchased the seed and feed business of the Alvin J. Sowers estate.

Salinas, Cal.—The Germain Seed & Plant Co. has removed to new and larger quarters. Howard Vaughn is manager of the Salinas branch.

Mount Vernon, Wash.—The Wolfkill Feed & Seed Co. has removed to a building purchased of the Johnson Feed Co., which is being redecorated.

Ashland, Ore.—John E. Wilkinson, for 6 years with the Monarch Seed & Feed Co., of Medford, will be manager of the seed and feed store that Theodore Guetzlaff has sold to new interests.

Decatur, Ill.—Mrs. Lawrence Thrift, who has operated the business of C. A. Thrift & Son since the death of her husband Feb. 24, has sold the building and the stock of seeds and implements and discontinued the business.

St. Charles, Ill.—Many of our customers are interested in knowing more about the pedigree of the hybrid seed corn which they buy. We believe there is considerable need for educational work in this line.—Marshall Farm Service.

Hartsville, S. C.—A meeting of the South Carolina Seedsmen's Ass'n was held May 16 in the offices of Coker's Pedigreed Seed Co. The 60 present made a tour of the company's seed breeding plots and were entertained at luncheon at the Hartsville Hotel by the company.

Wichita, Kan.—W. D. Wright claims to have grown a variety of oats the seed of which was smuggled from Russia, that grows 5 ft. tall and last year produced 47 bus. per acre of oats testing 44½ lbs. per bushel. This year he has 70 acres near Wichita, 44 acres near Ft. Worth, Tex., and 35 acres near Tulsa, Okla.

The largest yield of seed was obtained with red clover when the first cutting for hay was made between the one-half and the full-bloom stage. Cutting red clover for hay when 25 per cent of the heads had turned brown reduced the seed yield 40 per cent below that of cutting the first growth in the full-bloom stage, according to records based on three years of experimental results at the Ohio Experiment Station.

Washington, D. C.—Edward J. Murphy, for the grain and seed division of the U.S. D.A., will conduct a hearing in the South

Building July 1 on importation of white and suckling clover seed, which under the new Federal Seed Act can not be imported, as if 5 per cent of another kind of seed is contained the mixture is technically "adulterated." It is proposed that the Department of Agriculture approve importations of this mixture.

Little Rock, Ark.—Seed permits of a Memphis, Tenn., seed house were cancelled last week by the Plant Board, following investigation by the Board of complaints made by farmers at Alicia, Lawrence County, and Whitehall, Poinsett County, that soybeans had failed to come up when planted. Tests made on the seed by the Plant Board showed that the germination in one case was zero and in the other did not exceed 15 per cent. The soybeans were of the Delsta and Mammoth Brown varieties.—Paul H. Millar, chief inspector, Arkansas State Plant Board.

Pendleton, Ore.—Among fifteen varieties of fall wheat grown at the Pendleton branch experiment station for the past eleven years, Federation, two selections of Rex, and a cross between a forty-fold and Federation have given the highest average yields, according to George Mitchell, superintendent. In recent years, Rex has been in greatest favor of growers, because of its combined high-yielding and smut resistant characteristics. Average yields over the period have been Federated 40.8 bus.; Rex, Selection M-2, 39.1; Forty-fold-Federation, 39.1 and Rex, Selection M-1, 38.7. Among spring wheat varieties at the same station two fairly recent crosses between Federation and Bunyip have given the best average yields of 39.7 and 39.6.—F.K.H.

Possible Extinction of White Corn

By Dr. R. R. ST. JOHN of De Kalb, Ill., before Agricultural Club of Chicago

The manufacturers of commercial corn products who use white corn, didn't get together with corn breeders until it was almost too late. Yellow hybrids forged into white corn communities and less acreage of white corn was grown each year. White corn is used extensively in manufactured products.

When you listen to the radio and hear some announcer describe a product that has a full rich body, pleasing for its distinctive character, has a delicious aroma, chosen because it has a luxurious flavor, or has a smooth stimulating "tang," it is probably just a bottle of beer made from white corn.

We have every reason to believe that white hybrids will become as popular and useful as yellow hybrids, since large quantities of white corn are used in the manufacture of breakfast food, cornmeal, hominy, and starch.

The demands for white corn are now understood and extensive corn breeding programs are well established in an attempt to regain the proper balance between white and yellow corn. If we assume that 8% to 10% of our corn crop in the United States is needed for manufactured products, it would seem fitting to spend some time and money in the search for specialized hybrids.

Improving Wheat in Geary County, Kan.

By TED T. HOGAN, JUNCTION CITY

Conditions in Geary county a few years ago were similar to the wheat problem in other parts of Kansas. The worst of our problems was mixtures of hard and soft wheat, which was caused several years ago by high premiums for soft wheat. Farmers tried to plant the wheat that would bring them the most money, and in a few years had succeeded in developing almost hopeless mixtures.

Rye, too, was a problem. Farmers planted it for pasturage. Combines passing from field to field without being cleaned out before a fresh start was made, succeeded in scattering the rye which came up as volunteer grain to mix with the wheat, and terminal discounts on rye-mixed wheat caused heavy losses to farmers in our county.

The fellow who really takes the loss on wheat and rye mixtures, and mixtures of hard and soft wheat, is the local elevator. Competition from territory where grain is clean forces him to pay too high a price for such grain, reducing his margins to the vanishing point.

A third problem in Geary county was the number of varieties of wheat that farmers raised. We had over 10, and all of them could not have had the same value from the milling and baking standpoint. No community has need for 20 or 10 different varieties of wheat.

These bad conditions began to change when Dr. John Parker, now director of the Kansas Wheat Improvement Ass'n, returned from a trip to Canada, and brought back to Manhattan with him the Canadian test plot plan for improving the quality of wheat. The method was first tried in Geary county, where we went out to the farmers in the fall of 1937 and gathered 290 samples of farm wheat from their bins for planting with samples of several standard varieties from the Kansas College of Agriculture in a test plot.

We bought, and distributed to farmers, several lots of high grade Tenmarq seed wheat in succeeding years. We kept records of farmers who grew Tenmarq wheat that could be depended upon as seed wheat. Virtually all other varieties of wheat in the county gradually have been eliminated. Today 90% of the wheat grown by Geary county farmers is Tenmarq, the amount of rye-mixed wheat had dropped to zero, and only two cars of mixed hard and soft wheat were shipped out of the county last year.

Geary county is pretty well cleaned up. Nevertheless, we are staying on the alert. We are continuing out test plots and our field days each year. We continue to hammer away on the idea of clean seed and pure varieties. There is always the possibility that some farmer will make a selection from his fields and develop inferior varieties to give us trouble in the future.

Kansas claims to grow the best wheat in the world. But the proof of the pudding is in the eating. Foreign buyers have expressed a marked preference for Canadian wheat because of the high quality of the improved Canadian grain. Wheat improvement in this country has become a necessity.

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Marketing Seed by Grain Dealers

By ROY A. EDWARDS, Kansas City, President, American Seed Trade Ass'n

The seed industry considers itself closely allied with the grain trade. There should be an even closer alliance because both of our products go hand in hand, regardless of whether it be to supply the buying farmer or market his crops.

In keeping with all lines of business, the seed trade has kept pace and met the demands of rapidly changing conditions. A few years ago, the equipment of a modern seed cleaning plant consisted only of cleaning mills to remove trash and inert matter. No consideration was given to bringing the seed up to a high analysis. Today an up-to-date seed processing plant consists of many specialized machines, each performing a distinct service. It is now possible to remove all noxious weeds.

The marketing of seed should be an important cog in the grain business. The seed industry has so broadened that you can establish contacts with distributors that will always give you a dependable market with a ready outlet. This gives you the protection you have wanted buying seed by eliminating speculative risk. I trust it will help to increase the volume of seed handled by the grain trade. Kansas is one of the outstanding states in the production of farm seeds, especially alfalfa seed.

The trucking problem is prevalent in the seed trade. However, this situation will be corrected in the operation of the new Federal Seed Act and the enforcement of the state seed laws. In this changing condition there is a strong argument for marketing farm seeds thru the grain trade.

Heretofore, the farmer has bought or sold his seed with no regard to origin, variety, freedom from weeds, cleanliness, and purity. Seeds today are scientifically graded for quality, suitable origin, and trueness of variety. The seed grower who uses care in producing quality seeds of true variety will be better paid for his efforts in the future.

A legitimate dealer has an important place in merchandising seeds and his position will become more necessary and profitable in the future.

The Federal Seed Act, which became effective Feb. 5, last, covers all interstate shipments, whether cleaned or uncleaned. The main regulations are: Known origin and variety. Continuous records traceable from producer to consumer. Only tested and tagged seed sold, with noxious weeds shown. Prohibition against sale of screenings for seeding purposes and seeds below a set standard in germination.

Original buyers of seed from producers are required to keep complete records of whom seed was purchased, and, when origin and variety are of importance, to have such purchases covered by certificates. It will be necessary to retain samples for one year of all lots. A very essential point in this new federal law is misrepresentation of origin or variety and the reason for the requiring of certificates and maintaining of samples is to make possible tracing of representations back to the original grower.

All shipments moving interstate must have tags attached. If uncleaned, these tags must be marked "For Processing Purposes"; or if cleaned, and going into trade channels for distribution to consumers, tags must show complete analysis, noxious weed content, and origin.

These regulations might appear complicated; however, this is not true with an established firm accustomed to records. This is where the established grain dealer will play a more important part in distribution of seeds in the future. He knows how to fill out forms. There will be forms available for every purpose.

Under this new set-up there will be the closest team-work between state and federal seed law enforcement agencies.

Kansas has a most effective state seed law and an efficient enforcement department. Sec'y

of Agriculture J. C. Mohler and his department are doing unusually fine work to free the state of harmful weeds and encourage production of seeds of high quality and pure variety.

The new federal law curbs interstate movement of seeds misrepresented as to origin, variety, noxious weeds, purity and germination. The irresponsible dealer and the itinerant trucker will sooner or later be regulated, and forced to comply with the law.

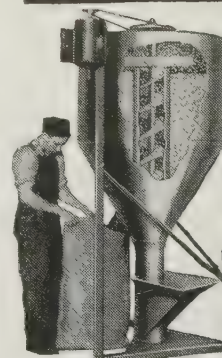
Few of us realize what quantities of seeds have entered commerce thru unreliable agencies.

It is estimated that less than 25% of all the seeds sown pass thru the process of recleaning and testing. From this you can estimate the amount of farmer-to-farmer trading of uncleaned, untested seed. The new federal law and its enforcement will materially assist legitimate seed business. While present state and federal seed laws do not completely regulate farmer-to-farmer trade, the farmer is learning to depend upon only adapted and tested seeds. "Home grown" no longer has great pulling power.

The new Federal Seed Act will be of utmost value to agriculture as a whole. We are beginning to realize that "horse and buggy" methods are over. We can take advantage of this situation and improve our business conditions. If you are not already dealing in seeds, give careful thought to it as a side line and I dare say it will prove as profitable as any other branch of your business. The seed movement comes at a time when the heavy grain movement is over. Seeds are a ready cash crop. You can render service to your farmers by maintaining a complete market for his seeds as well as his grains.

Rocky Ford, Colo.—The Blotz Seed & Produce Co. is enlarging its facilities to handle a greater volume of western dried beans. F. L. Johnson, recently of Colorado Springs, is sales manager.

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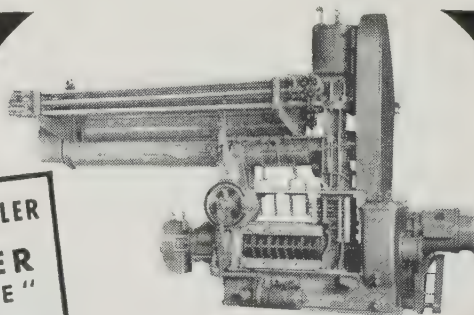
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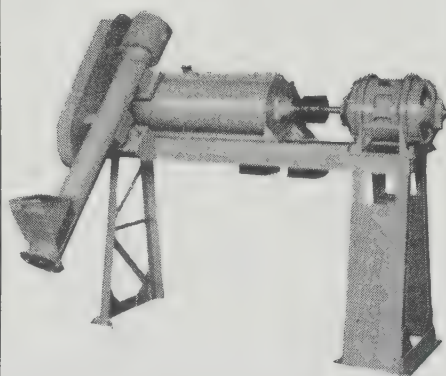
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Oats Variety Tests in Indiana

Oat variety demonstrations are being seeded in 43 countries of Indiana on 73 selected farms by the agronomy department of Purdue University, County Crop Improvement committees, and county agents in the various counties.

Three new and very promising oat varieties, Boone, Marion and Hancock, which represent crosses that give promise of smut and rust resistance as well as tolerance to heat and drought, are being released for the first time. One of these new varieties along with one to as many as five other promising and thoroughly tested varieties will be included in each demonstration. Experiment stations in Ohio, Minnesota, Missouri, Iowa, Canada and Sweden have bred and developed the varieties being used this year.

The oats varieties used in the demonstrations this year in addition to those listed herewith are as follows: Gopher, Columbia, Cartier, Minota, Victory, Big Four, Belgium. The first three named varieties are already in commercial production and are being made available thru seed certification.

Imports of Seeds

Imports of agricultural seeds during May and during the 11 months prior to June 1, compared with like periods a year earlier, as reported by the U.S.D.A., have been as follows, in pounds:

	May 1940	1939	July 1 to June 1 1939-40	1938-39
Alfalfa	90,300	84,100	3,375,800	3,261,600
Barley	800	.....	202,600	.....
Bean, Mung	119,400	.....	238,500	.....
Bentgrass	22,500	7,400	145,700	134,200
Bluegrass, an'l	.....	2,200	4,100	12,900
Bluegrass, Can.	100	4,300	25,500	13,900
Bluegrass, r'gh	33,200	25,000	857,300	666,000
Bluegrass, wood	.....	.....	2,900	4,900
Brome, smooth	258,700	14,300	3,864,000	2,189,200
Clover, alsike	.....	.....	440,500	7,100
Clover, berseem	.....	.....	.....	200
Clover, crimson	44,000	65,900	5,445,100	4,658,500
Clover, red	.....	200	137,700	598,300
Clover, subt.	.....	.....	900	1,500
Clover, suckling	.....	.....	34,700	54,900
Clover, white	17,900	78,000	751,900	2,372,800
Corn	58,100	.....	58,200	.....
Dogtail, crested	.....	.....	12,300	2,000
Fescue, Chew.	54,800	211,200	848,200	832,000
Fescue, meadow	.....	8,800	26,600	75,900
Fescue, other	1,800	7,100	134,600	331,400
Flax	.....	.....	600	.....
Foxtail, meadow	.....	.....	.....	200
Grass, Bahia	.....	3,500	44,100	20,700
Grass, carpet	.....	.....	200	12,400
Grass, Dallis	11,900	3,100	102,600	143,200
Grass, Guinea	.....	.....	60,000	28,200
Grass, molasses	.....	6,600	88,800	8,800
Grass, orchard	.....	100	287,800	1,726,700
Grass, rescue	.....	200	2,400	48,100
Grass, Rhodes	.....	4,100	91,800	90,800
Grass, velvet	.....	.....	7,400	24,300
Kudzu	.....	2,000	9,300	7,500
Lupine	.....	.....	.....	17,400
Medick, black	.....	5,000	107,200	64,100
Millet, Jap.	11,200	.....	801,100	.....
Mixtures, alfalfa and alsike	.....	.....	15,900	.....
Mixtures, alsike and timothy	.....	.....	34,300	32,700
Mixtures, alsike, timothy and red clover	.....	.....	.....	7,400
Mixtures, grass	13,300	.....	75,400	300
Mixtures, sweetclover and wheatgrass	1,500	.....	1,500	.....
Oat	1,771,200	.....	10,596,700	.....
Proso	6,600	.....	6,600	.....
Rape, winter	380,200	238,700	5,281,100	6,840,400
Rye	6,700	.....	6,700	.....
Ryegrass, Italian	.....	.....	292,200	23,500
Ryegrass, per.	.....	76,100	655,600	586,900
Sourclover	.....	.....	35,000	.....
Soybean	.....	.....	2,900	.....
Sweetclover	18,600	262,400	3,604,000	10,218,300
Timothy	.....	600	16,200	1,500
Vetch, common	.....	66,000	249,000	1,003,700
Vetch, hairy	.....	879,400	2,684,900	5,671,800
Vetch, purple	.....	.....	1,000	.....
Wheat	45,200	.....	284,400	.....
Wheatgrass, crested	72,200	66,400	1,452,000	559,800
Wheatgrass, slender	20,900	400	131,700	82,600

The Wage and Hour Division announced June 4 that the required records may be maintained at a central record-keeping office upon condition that such records shall be produced at the place or places of employment of any employees within 72 hours following notice from a Wage-Hour inspector.

Feedstuffs

Des Moines, Ia.—During 1939 there were 4,849 commercial feeds, 372 mineral mixtures and 267 stock tonics registered for sale in Iowa, as reported by Mark G. Thornburg, sec'y of the Iowa Department of Agriculture.

Distillers dried grains production during May was 16,800 tons, against 13,800 tons a year ago, and for the 11 months ending May, 145,600 tons, against 138,200 tons for the 11 months ending May, 1939, as reported by the U.S.D.A.

Brewers dried grains production during May amounted to 10,200 tons, against 10,600 tons in May, 1939, and 93,200 tons for the 11 months ending May, against 91,400 tons during the 11 months ending May, 1939, as reported by the U.S.D.A.

Alfalfa meal production during May amounted to 28,000 tons, against 22,000 tons a year ago, and 280,000 tons during the 11 months ending May, against 281,000 tons during the 11 months ending May, 1939, as reported by the U.S.D.A.

Raleigh, N. C.—W. Kerr Scott, commissioner of agriculture, reports that during 1939 farmers in North Carolina purchased 378,909 tons of mixed feed. The state department analyzed 1,675 samples of feed and ordered withdrawn from sale 14,449 bags of feed.

Madison, Wis.—The state department of agriculture and markets reported in June that more feeds have already been registered with the department than in any previous year. Registered during the first five months of 1940 were 4,780 different brands of feed from about 950 different manufacturers.—H. C. B.

Peoria, Ill.—The research farm of Allied Mills, Inc., will be open to feed dealers and hatcherymen Sunday, July 21, for the entertainment and instruction of those attending the convention of the International Baby Chick Ass'n and who can stop off at Peoria on their way to St. Louis. Four organized tours will start during the day. Free luncheon will be available at noon, and cold drinks along the route. All interested hatcherymen and feed dealers are invited.

Madison, Wis.—Iodized salt, and other carriers so treated, gradually lose their iodine content so that the product, when ultimately reaching the consumer, may have lost an appreciable portion of its iodine content. Stabilization of the iodine content is possible by a new process described in a pamphlet by the Wisconsin Alumni Research Foundation, and covered by U. S. patent No. 2,144,150. This is helpful to feed manufacturers who in some states must guarantee the percentage of iodine stated on the label.

Omaha, Neb.—The supreme court denied the petition of the Grain Belt Supply Co., manufacturers of anti-hog cholera serum, for review of its claim for refund of \$18,911 in processing taxes paid under the first agricultural adjustment act. In its business of manufacturing the serum, the company raises and slaughters hogs, selling the carcasses to a packing company. As first processor, it paid the tax and billed it to the packing company under an agreement to refund the amount if and when returned by the government. Refund was denied in the lower courts because the Grain Belt firm did not "bear the burden" of the tax as required by the statute allowing refund. The company contends the government is unjustly enriched by that procedure.

New York, N. Y.—E. Balestier, Jr., who for several years has been executive sec'y, has been chosen president of the American Dog Feed Institute.

Memphis Soybean Futures Begin July 8

The directors of the Memphis Merchants Exchange have voted to begin trading July 8 in soybean oil meal futures.

The trade will be concentrated in meal for October, December, January, March and May delivery at Decatur, Ill. The unit of trade will be 100 tons.

Soybean oil meal is growing in importance commercially and its price should move in step with that of cottonseed oil meal with which it competes as a feed. Memphis has been operating a cottonseed oil meal futures market successfully since 1929.

Minimum initial margin requirements on the Chicago Board of Trade are now 10 cents per bushel on rye and soybeans and 6 cents on oats, instead of the requirements of June 7. Margins on wheat and corn remain at 10c and 8c per bushel, respectively.

Hay Movement in May

Receipts and shipments of hay at the various markets during May, compared with May, 1939, in tons, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Boston	550	363	.....	.....
Chicago	1,638	1,156	1,052,000	38
Fort Worth	1	0	2	0
Kansas City	516	720	144	144
St. Louis	12	.....	36	24

Imports and Exports of Feeds

Imports and exports of feedstuffs during April, and for 4 mos. ending April, 1940, and 1939, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs., except where noted otherwise:

	IMPORTS		EXPORTS	
	1940	1939	1940	1939
Hay*	8,750	4,403	31,610	18,348
Coconut cake†	13,957,640	10,692,919	46,474,997	38,462,253
Soybean cake†	2,984,153	2,812,363	8,041,340	9,092,930
Cottonseed cake†	2,341,846	1,066,960	13,144,032	6,098,691
Linseed cake†	1,370,000	1,344,000	1,506,000	5,105,066
All other cake†	900,000	1,270,000	6,453,150	7,290,488
Wheat fds.*	30,519	27,649	138,628	96,222
Beet pulp*	113	2,000	1,016	6,149
Tankage	2,400	5,522	10,996	16,675
Fish-scrap	4,261	5,574	25,067	21,927
Hay	492	298	1,576	1,213
Cottonseed cake	31	.....	31	1
Linseed cake	29,435	21,443	74,267	87,922
Other oil cake	1,200	852	1,200	2,072
Cottonseed meal	73	452	492	1,331
Linseed meal	135	1,055	1,825	3,335
Soybean oil cake meal	3,182	2,432	26,311	13,128
Other oil meal cake	334	997	9,740	1,913
Fish meal	68	20	163	87
Mxd. Dairy & poultry fds.	833	623	3,230	2,634
Oyster shells	3,860	3,171	8,026	18,322
Other prepared & mxd. fds.	281	313	1,086	1,016
Other feed bran	668	2,851	7,497	7,575
Kafir, milo (bus.)	9	.....	1,105	12

*2,000 lb. ton. †Pounds.

Annual Convention of Oregon Feed Dealers

Portland, Ore.—A record number of Pacific Northwest feed dealers and members of allied trades well over 400 registered for the ninth annual convention of Oregon Feed Dealers Ass'n held in the Multnomah Hotel May 25.

The program was replete with timely addresses by leaders in the trade. It was noted particularly the number of young men in attendance, many of whom are now active leaders in feed and seed lines, having taken the place of their fathers.

In his clear and concise outline of "The Federal Seed Act," G. R. Hyslop, head, farm crops, Oregon State College, stressed the new contracts and urged members not to guess or take chances, but to become familiar with this act. He advised that the memorandum of purchase should be signed by the grower and by the dealer and then also be signed by the county committee. The latter will at all times be glad to co-operate with the feed dealers.

The seed act affects all types of seeds with exception of vegetables, and is quite a radical departure. It does, however, follow along the lines of Oregon seed law in general principles. Origin of the seed, name and address of shipper, also the receiver, must be shown. All this information must be tagged to shipments, also lot number, germination date of test. Dealer must keep accurate record of all transactions.

W. B. Whitlak, of A.A.A., representative in the Pacific Northwest, advises that other Federal seed testing laboratories will be established in other parts of the state in addition to the one at Corvallis. A number of dealers have established laboratories of their own, and the Corvallis laboratory will render them all assistance possible.

The Seed Testing School at Corvallis, Ore., will run for three weeks, starting June 24th, and many new analysts will be graduated.

FRANK B. RILEY, Chairman, in his usual witty manner, introduced the speakers, including Wayne L. Morse, Dean, University of Oregon Law School, who spoke on "The Public's Interest in Labor Arbitration," and who gave a short history of a number of strikes along the Pacific Coast in which he had been named as arbitrator. He said he had helped settle 53 strikes in the past two years, entirely too many, and that in all cases both sides had lost heavily in time and money. The arbitrator must stay in the middle of the road and make his decision only on the preponderance of the evidence.

THE TURKEY INDUSTRY Yesterday, Today and Tomorrow was the subject of an interesting address by H. E. Cosby, Poultry Department, Oregon State College. The speaker noted that the business had changed very rapidly of recent years, with only fair success for the growers and processors, but predicted that there would be more rapid and perhaps drastic changes in the future. On May 1st there were on hand 43 million pounds of turkey, and some method must be devised by its owners to move the bulk of it before the next season. He advised that the bulk of turkey raising in the past few years had been in the west, but that it would be more scattered in the future, and doubtless the bulk would come from the middle states. He noted that with the improved feeding methods weights had been increased from 1.8 lbs. to 3½ lbs.

Dan Hogan of the Albers Bros. Milling Co. of Portland was elected president of the Oregon Feed Dealers Ass'n at the final business session, succeeding E. H. Bingenheimer of Salem.

Other officers are Gordon Burlingham of Forest Grove, vice-pres.; Hugh Stoll, Portland, treas., and Leon S. Jackson, Portland, manager.

Governors for the coming year: Eugene district, Willis Small; Salem district, Al Sholseth; Washington County, Charles Imlay; Portland retailers, Juel Lensch; Portland manufacturers, Walter Scott, Jr.; Portland jobbers, Hugh Stoll. Board members at large: Gordon Bur-

lingham, Forest Grove; Clarence Curry, Dallas; E. H. Bingenheimer, Salem; Dan Hogan, Portland; M. F. ("Jack") Hardison, Redmond; Al Peterson, Portland; M. S. Shrock, Milwaukie.

The convention ended with the usual banquet and entertainment in the Arabian Room of the Multnomah Hotel.—F. K. H.

Feedstuffs Movement in May

Receipts and shipments of millfeeds at the various markets during May, compared with May, 1939, in tons, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	4,124	6,407	.....	.....
Chicago	27,121,000	33,081,000	92,116,000	96,076,000
Kansas City	5,100	5,175	21,325	22,700
Milwaukee	220	90	10,580	7,150
New York	80	25	.....	.....

Feed Prices

The following table shows the closing bid price each week for July futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

Minneapolis				Kansas City			
Bran		Spot Midds.		Bran		Shorts	
Mar. 2.....	21.50	20.75	16.60	20.50	20.50	20.50	20.50
Mar. 9.....	22.50	21.50	16.60	20.50	20.50	20.50	20.50
Mar. 16.....	23.00	21.50	16.60	20.50	20.50	20.50	20.50
Mar. 23.....	23.00	22.00	16.50	20.50	20.50	20.50	20.50
Mar. 30.....	23.50	22.00	16.40	20.40	20.40	20.40	20.40
Apr. 6.....	23.50	23.50	16.70	20.40	20.40	20.40	20.40
Apr. 13.....	24.50	24.50	16.50	20.50	20.50	20.50	20.50
Apr. 20.....	24.50	24.50	17.10	21.10	21.10	21.10	21.10
Apr. 27.....	24.00	24.00	17.10	21.25	21.25	21.25	21.25
May 4.....	24.00	24.00	17.15	21.00	21.00	21.00	21.00
May 11.....	23.50	23.50	17.70	21.80	21.80	21.80	21.80
May 18.....	21.50	22.50	15.60	19.25	19.25	19.25	19.25
May 25.....	20.00	22.00	15.15	19.00	19.00	19.00	19.00
June 1.....	18.50	21.00	14.50	18.00	18.00	18.00	18.00
June 8.....	17.00	19.75	13.75	17.30	17.30	17.30	17.30
June 15.....	17.25	20.50	13.75	17.85	17.85	17.85	17.85
June 22.....	17.50	22.00	14.00	18.65	18.65	18.65	18.65

*St. Louis				Chicago			
Bran		Shorts		Soybeans		Meal	
Mar. 2.....	19.45	22.25	113¾	29.20	29.20	29.20	29.20
Mar. 9.....	19.50	22.25	118½	31.20	31.20	31.20	31.20
Mar. 16.....	19.20	21.75	111½	29.20	29.20	29.20	29.20
Mar. 23.....	19.40	21.85	112	29.20	29.20	29.20	29.20
Mar. 30.....	19.50	22.60	110½	29.20	29.20	29.20	29.20
Apr. 6.....	19.65	22.00	106¾	29.20	29.20	29.20	29.20
Apr. 13.....	19.50	22.25	106¼	29.20	29.20	29.20	29.20
Apr. 20.....	20.25	23.10	108¾	29.70	29.70	29.70	29.70
Apr. 27.....	20.35	23.25	107¼	30.20	30.20	30.20	30.20
May 4.....	20.35	23.15	109¾	29.50	29.50	29.50	29.50
May 11.....	20.70	23.35	108¾	30.70	30.70	30.70	30.70
May 18.....	19.00	21.65	91	27.70	27.70	27.70	27.70
May 25.....	18.20	21.00	89½	30.50	30.50	30.50	30.50
June 1.....	17.40	20.15	85½	25.90	25.90	25.90	25.90
June 8.....	17.00	19.30	81	25.20	25.20	25.20	25.20
June 15.....	16.95	19.90	...	24.20	24.20	24.20	24.20
June 22.....	17.25	20.50	81½	23.50	23.50	23.50	23.50

Cottonseed Meal				Kansas City			
Ft. Worth		Memphis		City		Chicago	
Mar. 2.....	37.00	30.50	23.50	58½	58½	58½	58½
Mar. 9.....	37.00	30.50	23.25	58¾	58¾	58¾	58¾
Mar. 16.....	37.00	29.00	23.25	57¾	57¾	57¾	57¾
Mar. 23.....	37.00	30.20	23.25	59	59	59	59
Mar. 30.....	37.00	30.50	23.25	58	58	58	58
Apr. 6.....	37.00	30.50	23.25	59¾	59¾	59¾	59¾
Apr. 13.....	37.00	30.50	23.25	62½	62½	62½	62½
Apr. 20.....	37.00	30.50	22.75	67¾	67¾	67¾	67¾
Apr. 27.....	37.00	31.25	22.25	67½	67½	67½	67½
May 4.....	37.00	31.25	22.50	68	68	68	68
May 11.....	37.00	30.50	21.75	70¾	70¾	70¾	70¾
May 18.....	37.00	28.05	22.25	65	65	65	65
May 25.....	37.00	27.50	21.50	69	69	69	69
June 1.....	37.00	27.00	21.00	65½	65½	65½	65½
June 8.....	35.00	26.00	...	66¾	66¾	66¾	66¾
June 15.....	35.00	25.00	20.00	65¼	65¼	65¼	65¼
June 22.....	33.00	24.50	...	66	66	66	66

*St. Louis bran, basis Chicago delivery; shorts, St. Louis delivery.

The Evil of Special Mixes

The retiring board of directors of the California Hay, Grain and Feed Dealers Ass'n recommended to the incoming board:

First, that the program of meetings with the Extension Service, Agricultural Commissioners and farmers' organizations to discuss our mutual problems be continued;

Second, that the Hay Division continue study of the Itinerant Truckers' Law, in co-operation with the various Hay Growers Associations;

Third, That special effort be made to allay the evils of special mixes. The special mix is being used as a chisel by both the feeder and the feed manufacturer; and, if not adjusted to its proper economical margin, is going to solidify false values in the minds of feeders and public agents alike. Being a party to the transaction, we cannot disclaim relationship.

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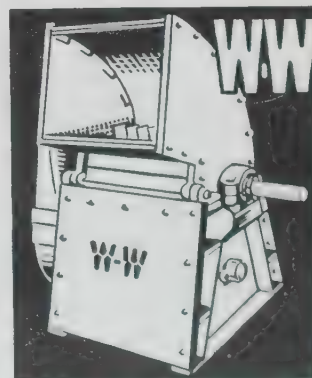
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Requirements of Chickens for Vitamin A When Fed as Carotene

By ROSS M. SHERWOOD, chief, Division of Poultry Husbandry, and G. S. FRAPS, chief, Division of Chemistry, Texas Agri. Exp. Sta.

The exact vitamin A requirements for chickens have not yet been agreed upon, although considerable work has now been done on this subject by a number of investigators. The requirements are different according to the object of feeding the chickens. If the chickens are grown for broilers, the quantity needed is that which will give the most economical growth with sufficiently good health to avoid financial losses by death or unsatisfactory appearance of the chickens. If the pullets are to be kept for production of eggs or for breeding purposes, additional quantities may be needed for storage or to insure more vigorous health, which may result in longer life.

VITAMIN A POTENCY may be supplied by vitamin A as such, which occurs as a colorless compound in fish oils, by carotene, which occurs as a yellow compound in alfalfa and other green feeds, or by cryptoxanthin, which occurs as a yellow compound in yellow corn. In northern states, fish oils are fed to supply vitamin D and they furnish vitamin A incidentally, and are an important source of vitamin A potency. In the south the abundant sunshine applies the needed vitamin D potency, except for battery brooder chicks, and the most important sources of vitamin A potency are carotene in green colored feeds or cryptoxanthin in yellow corn.

According to Record and associates the same number of international units have the same effect on chickens whether fed as vitamin A or as carotene. One international unit is defined as equal to 0.6 micrograms of carotene, 1.0 U.S.P. unit, and approximately .08 Sherman-Munsell (S.M.) unit. The value of a Sherman-Munsell unit may vary from 0.5 to 1.5 (7a).

This is fifth in series of publications on the vitamin A requirements of poultry on a joint project of the Division of Poultry Husbandry and the Division of Chemistry of the Texas Agricultural Experiment Station. It has been previously shown that laying pullets raised on the same ration lived from 34 to over 199 days on a ration low in vitamin A, indicating wide variations in the vitamin A stored by the birds or wide differences in resistance to a deficiency.

Pullets receiving 270 Sherman-Munsell units were heavier in weight than those receiving 120 units and laid more eggs. The vitamin A potency of the eggs, as measured by biological methods, decreased from 20 S.M. units per gram of yolk at the beginning to 5 to 8 units at the end of the period of 6½ months.

In subsequent work fowls receiving 444 S.M. units of vitamin A potency laid about 15% more eggs than those in groups receiving lower quantities. The vitamin A potency of the eggs declined regularly from 20-22 S.M. units per gram at the beginning of the experiment to 6 units for pullets receiving 224 units per day, 12 units for those receiving 336 units per day and 15 units for those receiving 444 units S.M. per day. When allowance was made for the vitamin A stored by the pullets, from 4.0 to 5.7 units of vitamin A in the feed was required for 1 unit in the eggs.

In a third publication the vitamin A content of the yolks (10 to 16 S.M. units at first) decreased to 5, 6, and 9 units with pullets receiving 150, 254, and 330 S.M. units per day, respectively. The apparent percentage of vitamin A potency recovered in the eggs ranged from 8 to 39% and averaged 25%, but the recovery of vitamin A potency fed, when the storage in the body was allowed for, was 3.8 to 4.4 units in the feed for one in the egg yolk, or 25% utilization. The process of molt-

ing seemed to require much vitamin A. The quantity of vitamin A required for laying birds would be greater if the eggs are desired to have a high potency of vitamin A.

HATCHABILITY.—In a fourth publication it was pointed out that both the vitamin A potency of the feed of the hen laying eggs from which chicks were hatched and also the vitamin A potency fed the chicks must be adequate, if good results are to be obtained. Chicks hatched from eggs laid by hens receiving 265 S.M. units per day had low vitality. The mortality of the chicks in this work ranged from 64% for chicks from hens receiving 265 S.M. units per day or 325 S.M. units per 100 grams of feed to 39% for chickens from hens receiving 539 units per day or 325 S.M. units per 100 grams of feed.

The vitamin A potency required by chicks is higher for those hatched from eggs laid by hens receiving low amounts of vitamin A than those fed more liberal amounts. In fact, high quantities of vitamin A potency (300 S.M. units per day) did not overcome the influence of a low vitamin content of the feed of the mother hen.

In previous work on vitamin A, the chief attention has been given to the requirements for growth up to 12 weeks and requirements during the laying period. The requirements of pullets from the period of 12 weeks until the time of laying has been given little or no attention. It is during this period, however, that the prospective layer has opportunity to store vitamin A to prevent losses that might occur from high mortality and to provide for the more heavy requirements for laying.

The work here presented deals with the vitamin A potency requirements for growth and for egg production and the effect of the quantity of vitamin A potency fed from 12 weeks to time of laying upon the health and mortality of the chickens. The vitamin A potency was fed in the form of carotene.

The eight experiments on growing chicks indicate that 125 to 150 micrograms of carotene (210 to 250 U.S.P. units of vitamin A) per 100 grams of feed gives satisfactory results in health and growth up to twelve weeks of age. In order to provide a factor of safety, 180 micrograms of carotene per 100 grams of feed are recommended for growing chicks up to 12 weeks of age. This is equivalent to 300 U.S.P. units per 100 grams of feed. Fast growing chicks appear to require more carotene than slow growing ones.

WHEN ALFALFA LEAF MEAL and crystallized carotene dissolved in oil were compared in 2 experiments as sources of carotene for growing chicks, slight differences in gains in weight and mortality were found in favor of the alfalfa leaf meal although it is doubtful whether these differences are significant.

REQUIREMENT OF CAROTENE.—Four experiments were made on pullets from 12 to 20 weeks old to the end of their profitable existence. The mortality of pullets grown on 50, 75, 100, 125, 150, and 175 micrograms of carotene per 100 grams of feed during the period from July 11 to November 1 was 94, 55, 30, 25, 15, and 10 per cent respectively. From July 11 to the following July 11, the mortality was 100, 100, 80, 85, 90, and 70 per cent respectively.

This data would indicate that 150 and 175 micrograms of carotene per 100 grams of feed furnish the requirements for growth but are far too low for satisfactory egg production and long life. Allowing a factor of safety, it is recommended that pullets be fed rations containing

not less than 200 micrograms carotene per 100 grams of feed (333 U.S.P. units), from 12 weeks of age until they begin to lay.

Experiments with 200, 400, and 600 micrograms of carotene per gram of feed indicate that not less than 450 micrograms of carotene (750 U.S.P. units of vitamin A) per 100 grams of feed is needed for good egg production. In order to provide a factor of safety, not less than 500 micrograms of carotene per 100 grams of feed is recommended (833 U.S.P. units).

When the eggs are to be used for hatching or a market where the vitamin A content of the eggs is important, 550 or more micrograms of carotene (920 U.S.P. units of vitamin A) per 100 grams of feed is required. In order to provide a factor of safety, not less than 600 micrograms of carotene per 100 grams of feed (1,000 U.S.P. units) is recommended for hens producing eggs for hatching.

In some of the experiments, the chickens did well on smaller amounts than here recommended, but it was thought best to be on the safe side.—Bull. 583.

Fat Requirement of Poultry

By WALTER C. RUSSELL, New Jersey Agri. Exp. Sta., at Cornell Nutrition School.

FAT REQUIREMENTS OF THE GROWING CHICK. At 14 weeks of age the general appearance, conformation and gross internal anatomy of the two groups of 15 White Leghorn chicks each was the same and considered to be normal. The weighted average of the low fat group (ration ether extracted—0.108 per cent) was 993 gm. and of the normal group (3.36 to 3.47 per cent) 1028 gm. The degree of saturation as expressed by the iodine numbers of certain tissue fats is higher for the low fat birds except in the case of the liver for which the values are the same. Extensive removal of fats from an ordinary poultry growing mash did not retard growth significantly, up to 14 weeks of age, when there was an adequate supply of vitamin A, vitamin B "complex" and the antirachitic factor.

FAT BALANCES OF LAYING AND NON-LAYING PULLETS ON LOW FAT AND NORMAL RATIONS. Adequate supplies of vitamin A, vitamin B "complex" and the antirachitic factor were provided. When no eggs were being produced or when one egg was produced in a three day period on a normal ration (4.10 per cent fat), the birds were always in positive fat balance. When two eggs were being produced in a three day observation period, that is at a 67 per cent production level, the pullets were often in negative fat balance. A summary of fat balances on normal (4.10 per cent fat) and low fat (0.08 per cent fat) rations at various production levels during four day periods shows that even when no eggs were produced the pullets on low fat rations showed a negative fat balance and during egg production the balances became more negative. The output of fat in the excreta tends to increase with an increase in egg production in the case of both groups.

Changes in body weight, fat consumed and fat put into eggs are shown. One pullet lost 190 gm. in body weight on a low fat ration, consumed 2.3 gm. of fat and put 50 gm. into eggs. In this case the fat that went into eggs might have come entirely from the body stores. On the other hand, another pullet did not lose weight, consumed 10.6 gm. of fat and put 225 gm. into eggs. Obviously this pullet synthesized the fat which appeared in the eggs. Hence it is concluded that pullets on low fat intakes can synthesize fat for egg production from carbohydrate and protein.

THE IODINE NUMBER is an indication of the degree of saturation of a fat. The iodine numbers of egg fat from the low-fat and normal birds show that a more saturated fat occurs in the eggs from the low-fat pullets. These data also suggest that the pullet on a low fat intake synthesizes fat for egg formation.

EGG PRODUCTION ON A HIGH FAT RATION. In comparing a normal ration with 4.35 per cent fat with a ration containing double the amount of fat (8.70 per cent obtained by the addition of corn oil) it was definitely shown that the higher fat level resulted in lower egg production and higher mortality.

Although feed consumption records were not kept, it was very apparent that the birds of the high fat group consumed a smaller quantity of feed than those of the normal group.

PLASMA LIPIDS OF PULLETS ON LOW FAT, NORMAL AND HIGH FAT RATIONS. In the plasma lipid values for 13 laying pullets on the normal ration (3.53 per cent fat), the observation of interest is the marked variation in total plasma lipids among birds on the same ration and at essentially the same egg production level. The average values for the plasma lipids when the normal, low (0.08 per cent) and high (13.23 per cent) fat rations were fed are shown. A study of feed consumption, egg production and total plasma lipids revealed no relationship between these factors. On the normal and high fat rations the total lipid values were essentially the same but the low fat ration caused a decrease of approximately 12 per cent in total plasma lipids with relations to the values for the normal and high fat rations. The percentage distribution of the lipid fractions was essentially the same on the three rations. Hence, the fat consumption, within the range studied, did not influence appreciably the total blood plasma lipids nor the percentage distribution of the component lipids.

Riboflavin Affects Hatchability

Riboflavin has a marked and quick effect on the hatchability of eggs from breeding stock, according to experiments by A. E. Schumacher and G. F. Heuser, in the poultry department of Cornell University.

Changes in the riboflavin content of the rations fed breeding birds resulted in changes in the hatchability of their eggs in so short a time as a week, in some cases even earlier.

Hatchability, say the experimenters, varies with individual breeding birds. Improvements in hatchability thru supplementing the breeding rations depends upon the level of riboflavin in the ration, and upon the original response of the bird.

Riboflavin has to be consumed and digested by the bird. Injecting riboflavin into hens and into eggs produced no effect on hatchability.

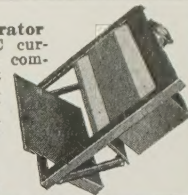
St. Louis, Mo.—The International Baby Chick Ass'n will hold its convention here July 22 to 25.

The National Planning Com'te of the poultry and egg industry, which was formed at the close of the World's Poultry Congress will require funds with which to finance its program of work, as explained by D. D. Slade of Lexington, Ky., to the directors of the American Feed Manufacturers Ass'n at the French Lick convention. The Feed Mfrs. Ass'n has contributed \$2,000 to the com'te's organization work.

The feed-egg ratio based on Chicago prices has become somewhat more favorable to producers during recent weeks, but the number of eggs required to buy 100 pounds of feed at that market remains well above the number required a year earlier and considerably above the 1929-

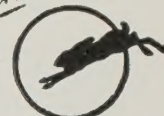
38 average for corresponding weeks. The slight decline in the ratio is largely attributable to the drop in grain prices, since wholesale egg prices have declined only slightly.—U. S. D. A.

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Better Public Relations Through Better Employee Training

By WILSON M. CROSS, Coordinator in the Distributive Occupations, South Bend, before Indiana Grain Dealers Ass'n.

You are interested in training yourself, your presence at this convention is evidence of that fact. Right now on your office desk or within handy reach at your home is a correspondence school textbook touching on some phase of business management or the current issue of a trade journal. But what about your employees who seldom get the inspiration of a convention and subscribe to no trade magazines. How can you get your employees to absorb your interest, your enthusiasm, your spirit? How can you get others to share with you the ups and downs of business and hold on with tenacity when the going gets tough?

Human maintenance is just as important as plant maintenance says the American Telephone and Telegraph Co. and its policy of maintaining a high morale proves it. Once the A. T. and T. is satisfied that its sales and service force can cope with the public, it advertises how good its employees are. The customers like it, the employees appreciate it, and it adds GLAMOUR to common everyday duties by emphasizing employee accomplishment.

The National Cash Register Co. surveyed the LOST customers of 1483 stores and found 63% of the customers who discontinued their patronage did so because of indifferent, careless slips on the part of service and sales people. This fact places HUMAN RELATIONS as the most important factor in winning, pleasing, and holding customers.

In training employees for better public relations, there are FOUR objectives worth aiming at:

1. THE ONE GREAT GOAL IN ALL TRAINING is to emphasize the importance of EVERY person's job. Every person from the street sweeper to the top executive will brighten up if he learns others think his job is important. The other day the oldest janitor at the Studebaker Administration Building was given a birthday party. Everybody present told him how important his job was and how much they appreciated the immaculate way in which he kept the building. That man bristled with pride. Of course, to him, the Studebaker Corporation is the best place in the world to work.

2. The second objective in a sound training program aims to develop a cooperative spirit. Last month's *Reader's Digest* carries the story of an industry in a nearby town which felt it must either reduce wages or close down. 300 workers were doomed to a wage slash. The workers thought they could eliminate enough waste to save both their jobs and their wage scale. They offered to study the situation and the Board of Directors reluctantly accepted. Before this cooperative effort, \$1.00 was paid out in labor for every \$6.00 worth of merchandise shipped; after the workers began to use their brain-power, \$8.40 worth of merchandise was shipped for every labor dollar spent. Don't Forget! The sharp eye of an interested worker can save you money if his advice and counsel are sought.

3. The transition from bulk goods to attractive packages and from yard to made up garments calls for entirely new techniques in display and selling.

4. The fourth objective is prompted by a growing consumer unrest and spirit of criticism which is developing along far-flung fronts and that objective is the development of an understandable knowledge of human relations. Keen competition among stores and between towns makes it easy for a customer to drop you like a hot potato at the least provocation. Even children exert a tremendous influence on store goodwill.

Now how can Public Education in Indiana

help you? It supplements what your Association is doing and what you are doing in your individual plants and stores. Indiana has a very interesting training program available at your request. Around 6000 workers in the distributive occupations took advantage of this training this past year. In the larger centres a Coordinator organizes evening classes and conferences and assists individual firms in planning continuous training programs.

An Attractive Display of Merchandise Increases Sales

"You've got to show merchandise if you want to sell it," believes Manager H. C. Wolcott, of the Rolling Prairie Lumber & Grain Co. at Rolling Prairie, Ind.

Manager Wolcott has nearly a year of experience with a new combination office and

merchandise display room to support his conviction. "With only a counter separating our regular office quarters from the display room," he says, "it is no problem at all for Miss Jane Wilberg, our bookkeeper, or myself, to wait on the farmers who want small retail items. Displayed on racks, and counters, where every farmer entering our office must see it, the merchandise sells itself."

An increase in sales of between 50% and 75% in the volume of poultry remedies, seed inoculants, rat poison, packaged semi-solid buttermilk, and similar retail items is credited by Manager Wolcott to the display room and attractive arrangement of the merchandise on special stream lined display counters. The display room has three special triple-shelf counters on which stocks are pyramided in an orderly manner, and from which sales are made. In the back part of the room are exhibited self-feeders for hogs, self-feeders and waterers for poultry, and some hardware stock.

Built into the wall at the back of the room are 40 bins for nails, staples, and bulk hardware needed by every farmer. The floors of these bins are inclined down toward the back of the bins to form a pocket that keeps merchandise from falling out and becoming scattered on the floor.

At the back of the show room are rest rooms for men and women. Customers making use of



Above: Bookkeeper Jane Wilberg completes a sale to Theo. Poese, hammer mill engineer, in display room of Rolling Prairie Lumber & Grain Co., Rolling Prairie, Ind. Below: New office and store building with garage in basement.

GRAIN & FEED JOURNALS Consolidated

these facilities must walk from the front of the office past the display racks to reach them.

The sales room takes up half of the new office of the lumber and grain company. The half devoted to the office has a large area devoted to direct office activities. At one end of this space is the private office of Manager Wolcott, which is used for an office supply store room because Manager Wolcott prefers to have his desk out in the general office space where the customers can find him when they come in. At the other end is a small "laboratory" with built-in shelves and table space for the electric moisture tester, the hand sieves, the testing kettle, and other facilities for examining and checking the purity and grade of grains and seeds.

The Rolling Prairie Lumber & Grain Co. is in the lumber business as well as the grain business. So the interior of both the office space and the display room is used to exhibit the variety of interior finishes handled by the company. Included are sheet rock, plywood, and various forms of celotex insulating wall-board.

This display idea is carried out on the exterior of the 24x40 ft. frame structure as well as on the inside. The outside of the building is covered with sheet steel, but each slope of the roof is a colorful arrangement of three display panels of composition roofing, showing the attractive colors regularly carried in stock.

Under the office and merchandise room is a full basement. This is cut into the side of the elevated driveway leading up to the elevator, so that the basement floor is level with the ground. The purpose of this arrangement was to use part of the basement to house the company's 1½ ton International and Dodge trucks. Overhead doors for this garage can be operated easily, even when snow banks against them. Kept warm by forced hot air from the furnace at one end of the basement, the two trucks are easily started, even in the coldest weather.

The entire building is well insulated, but even insulation can make slow work of its purpose without the aid of good ventilation. The ends and sides of the building are well supplied with windows to catch the breeze from any direction, and louvers under the ridge of the roof provide an outlet for heat built up by a hot summer sun.

The new office is located but a dozen steps from the driveway of the company's 12,000 bu. elevator and feed plant. The company manufactures three poultry feeds, a dairy feed and a hog feed, under the "Prairie" brand, which consists principally of a colorful reproduction of a prairie schooner, and ships a surplus of wheat, corn and rye by rail and by truck to consuming centers.

Feed a Popular Sideline in Kansas

By TRAVELER

Diversification of farming in Kansas, brought about by the extension services of the agricultural college, and the influence of agricultural college graduates returning to operation of farms, according to R. T. Blood of the Grain Dealers Mutual Fire Insurance Co., is having a marked effect on the grain business of the state. It has given rise to a demand for feed grinding and mixing service, and for seed cleaning and treating service.

Kansas elevators over a wide area are expanding their operations by building new feed grinding and mixing plants, and by incorporating, wherever they can, some space devoted to attractive display of merchandise, and of feeds and seeds in clean and attractive sacks that encourage farmers to buy.

Grain dealers of the state, says Mr. Blood, are becoming merchandise minded, fitting themselves into the path of progress to continue efficient servicing of farm needs.

A contributing influence is the speed with which wheat is now delivered to market direct from the fields.

Some Ills of Feed Control

By Dr. J. FRAMPTON KING, Pres. Ass'n of American Feed Control Officials, before American Feed Mfrs. Ass'n

We (control man and manufacturer) should not, nor do we intend, to rest on any of our laurels. A state of complacency is never permanent, and when it moves, it usually moves backward.

FEES.—Let us begin with the matter of fees—inspection fee, brand fee, and brand and license fee. Unquestionably, in theory and practice, one or more of these fees is legitimate and necessary. They provide revenue for the proper carrying out of regulatory laws, and the Dominion of Canada and 47 of the 48 states have some form of feed law, Montana being the lone exception. Regulatory fees vary from nothing in Idaho, Nevada and Wyoming, to a tonnage tax of 4c in California, up to 25c in Florida and Louisiana. Some states base their revenue on a single-brand license fee of \$15 to \$25 annually, and others have a brand registration fee of from 50c to \$5 in addition to the tonnage tax.

TAX PASSED ON.—These are specific taxes for specific purposes—governmental regulation through inspection, analysis and related functions. You quite naturally have to include these taxes in your manufacturing costs, and pass them on to the buyer, so in the long run it is the ultimate user who pays the cost of regulation. And this is as it should be, because the law is primarily for his protection. It might therefore appear that, as you are passing this on to him, you are not directly affected or interested in how this tax money is expended. But you are affected, and in many ways. You, doing a legitimate business, pay these fees and add them to your selling price. If you have unscrupulous competition, and the control agency does not maintain proper inspection, you are up against a possible unfair advantage of 25c a ton—the maximum inspection tax—difference in costs for every ton the unscrupulous competitor can get by with. Add to this the cutting of tagging costs and short weight, and you see this figure continue to mount. In my experience, I have noted inspection so lax that it resulted easily in a 30 to 40% evasion of regulatory tax. What was the consequence? With a falling off in revenue the regulatory department was further crippled, and exercised practically no control whatever over the industry. Junk feeds came in at a low selling price, tags carried guaranteed analyses and ingredients without any regard as to what was in the bag, price-cutting became rampant, and a number of ordinarily well-intentioned manufacturers were virtually forced to fall in line with these practices. The entire industry suffered. These are some of the reasons why you should be interested in how the feed tax money is spent.

RESERVE REVENUE FOR REGULATION.—In my opinion every dollar that is taken in as feed tax should go to feed regulation, and if there is more money than needed, the tax should be reduced. This, however, is one feature that I wouldn't have you count on. Taxes never seem to be reduced except for political expediency, and then most often they are the wrong ones. Better, you can use your influence to see that your customer is getting all that he is spending his money for in the way of protection.

If laws do not permit this diversion of funds, such practice, I believe, could be enjoined. If they do permit it, the endeavor should be made to change them.

A FEED INSPECTOR'S JOB is a most responsible one, and requires all of his attention. He is the control agency's representative who is most constantly in contact with the feed industry. He should be a trained man, and he certainly should understand mill operation and have a knowledge of materials. Also, he should be endowed with a goodly lot of patience, tact and common sense. He should

know the extent of his legal authority, how to transact his business without unnecessarily delaying operations, and above all he should refrain from business gossip and an expression of his personal trade opinion.

Better feed control is one phase which will contribute to an improved agricultural condition. Comprehensive control begets better feeds; better feeds beget an increasing and profitable livestock and poultry industry; a profitable poultry and livestock industry makes for a sounder agricultural prosperity, and a sound agricultural prosperity is the backbone of a strong and vigorous state and nation.

Firm Pork from Pigs Fed Peanuts

The addition of cottonseed meal to the ration results in an increase in fat firmness in the carcass. There is a high correlation between the degree of firmness of the carcass and the amount of peanut or other softening oil eaten by the pig.

As little as 10 lbs. of peanut oil may produce soft pork. Rations high in starch and low in oil produce firm carcasses. Brewers' rice produces firmer carcasses than corn. The highly unsaturated oil in corn exerts an appreciable softening effect.

Milo and corn are about equal in hardening effect. Pigs weighing as much as 100 lb. should not be fed peanuts if firm carcasses are desired. There is no particular advantage in adding cottonseed meal to peanuts for the purpose of producing firm carcasses.

The degree of firmness of fat in pork can be reliably estimated by the iodine number of the back or leaf fat. The melting point of the back fat is also a reliable index of firmness.—N. Carolina Agr. Exp. Sta. Tech. Bul. 61.

Leaking Car Report Blanks

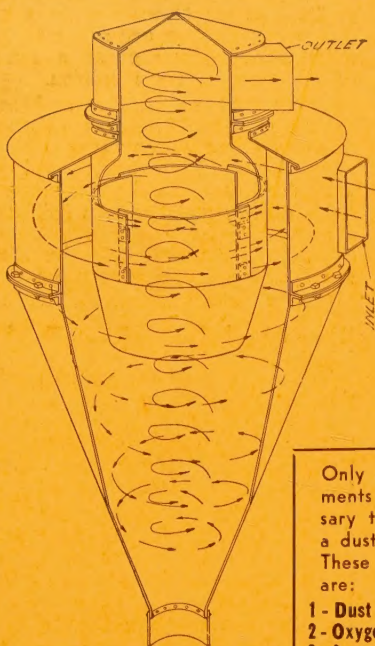
bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating reporting specific places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on Goldenrod bond, size 5¼x8½ inches, and put up in pads of 50 blanks. Order Form 5. Weight, 3 ounces. Price, 40c a pad; four for \$1.00. Prices f. o. b. Chicago.

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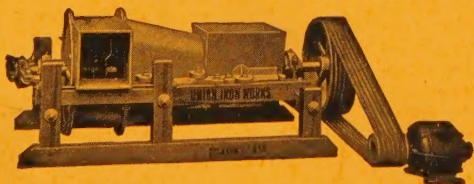
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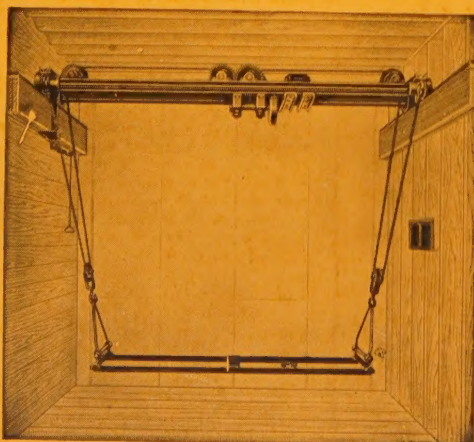
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